# Board of Trade Journal

Volume 198, No. 3810 Published by Her Majesty's Stationery Office 25 March 1970

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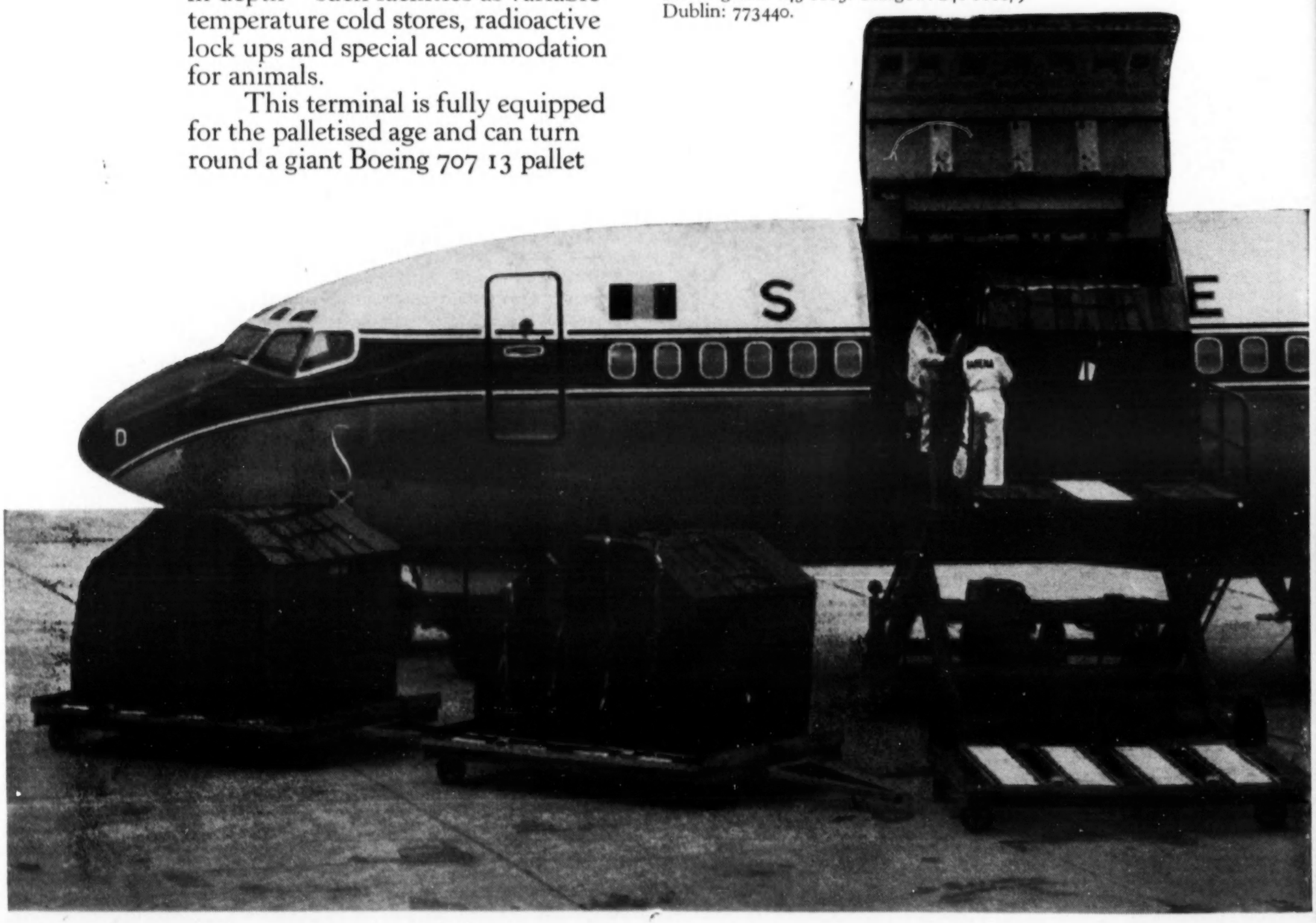

# Board of Trade Journal

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## *Front cover photograph*

The new Textile Centre at 12 Great Marlborough Street, London, incorporates both a new Design Centre and an Export Centre and activities will be directed towards attracting overseas buyers and establishing close links between designers, manufacturers and garment makers. Seen in the photograph are (left to right) Mr. Peter Lord, export director, Mr. Peter Warburton, director of the Textile Council's Overseas Trade Department, who is in overall charge of the Centre, and Mr. Anthony Parrot, design director. The Centre was opened yesterday (March 24).

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A = annually; M = monthly; Q = quarterly; 6-M = every six months

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**Board of Trade Departments, etc.**

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| Board of Trade Regional Organization | 18 Mar. 1970 |
| British Commercial representatives overseas | 14 Jan. 1970 |
| Customs notices of interest to exporters | 4 Mar. 1970 |
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| Official Receiver's offices | 21 June 1960 |
| Programme of trade promotions | 11 Mar. 1970 |

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## EXPORT PUBLICITY FOR INDUSTRY

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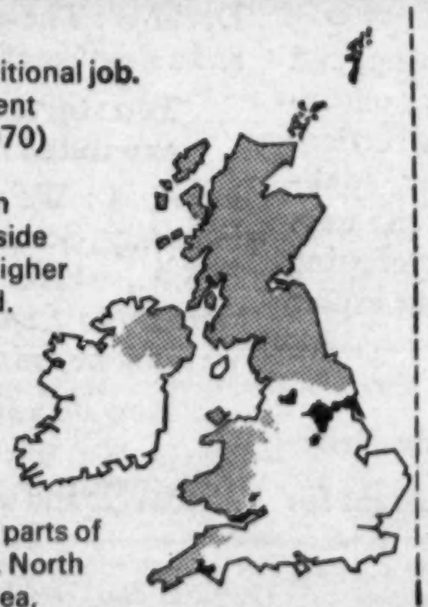

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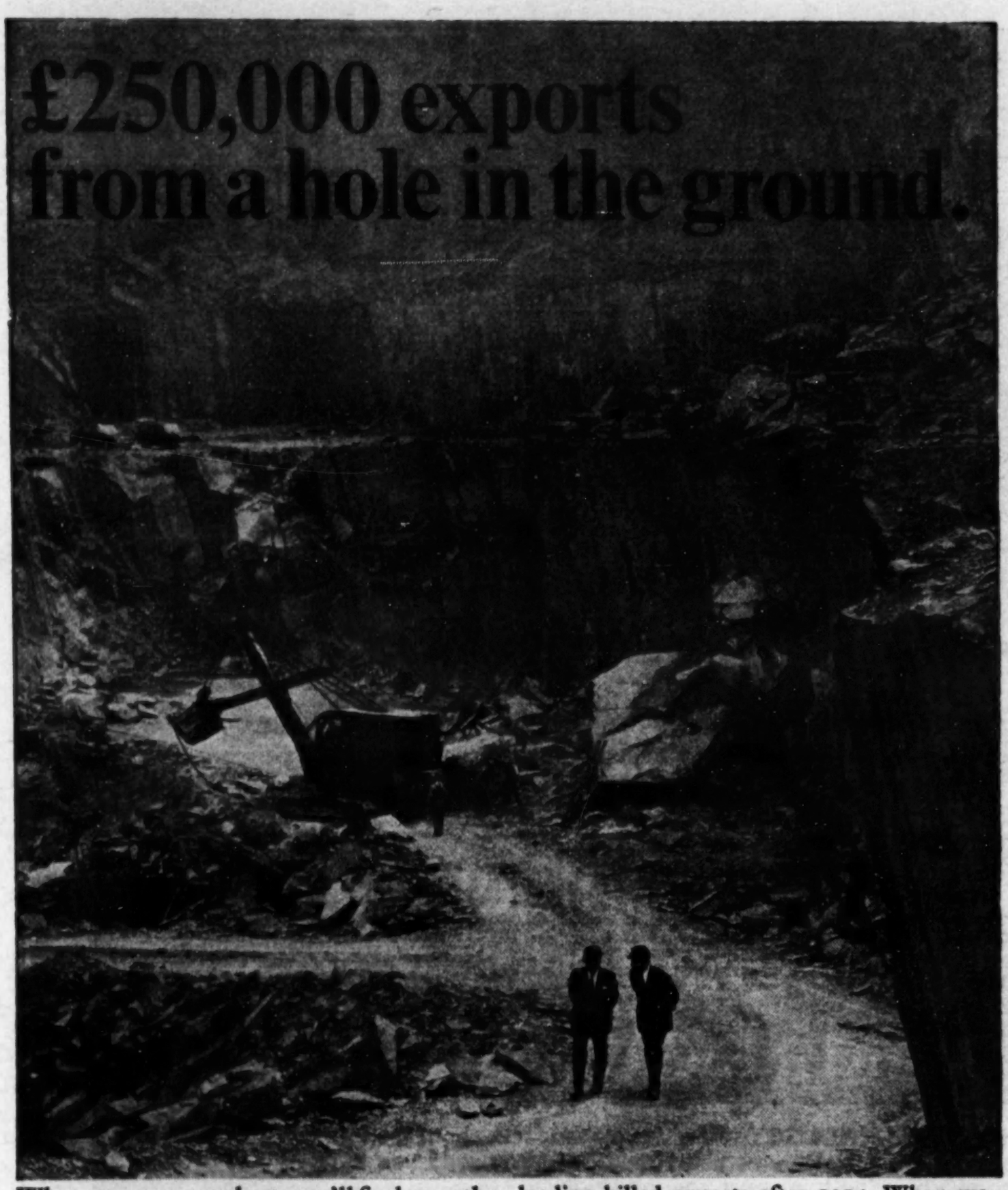
# £250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

**Interviewer: What are the outlets for slate these days?**

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

**Slate is expensive to ship. Was this why the export trade died?**

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

**What made you re-start exporting in 1965?**

David W: The economic doldrums at home, and a shortage of slate in France.

**You started there, but now you've expanded into other markets?**

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

**How do you develop a new market?**

David W: We get help from the British Embassies and we appoint an agent.

**Has your ECGD cover helped you expand?**

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

**Are you optimistic about the future?**

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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# *Opportunity: Finland in the seventies*

**By A. H. Reed, Counsellor (Commercial), British Embassy, Helsinki**

*Mr. Roy Mason, President of the Board of Trade, is seen looking at trade publicity material on display in the British Embassy at Helsinki in connection with the British Trade Drive, during his visit last autumn. From left to right are Mrs. Arpiainen, British Embassy, Commercial Department; Mr. W. B. J. Ledwidge, British Ambassador at Helsinki; Mr. Mason; Mr. A. H. Reed, Commercial Counsellor and author of this article; Mr. Albert Gundersen, Second Secretary (Commercial).*

*The Finnish Ambassador, Otso Wartiovaara, met several Birmingham pressmen when he gave a news conference at the Birmingham Chamber of Commerce on January 23. Seen here are (on the right of the table) the Ambassador, with Mr. T. A. Jackson, Overseas Trade Secretary, Birmingham Chamber of Commerce and Industry, faced by representatives from the 'Birmingham Post,' 'Birmingham Evening Mail,' Wolverhampton Express and Star,' 'Midlands Industry and Commerce' and the Central Office of Information.*

THE BRITISH Trade Drive in Finland is now in its third month. It opened with a selling mission from the Leicester Chamber of Commerce which booked firm orders for garments for £100,000. A few days later, Smiths Dock, a member of the Swan Hunter group, signed a contract with the Finnish Steamship Line for two dry cargo vessels worth £6.5 million. Consumer goods and capital goods: both are being sold successfully by British firms in the Finnish market. Domestic purchasing power and industrial investment is substantial and the opportunities for British firms, not only in 1970, but throughout the decade are there to be exploited.

## Planning the Trade Drive

In 1968 when we were beginning to plan the 1970 Trade Drive, Britain bought £161 million worth of goods from Finland and sold only £79 million. Last year, our purchases went up to £174 million, but our sales rose to just over £99 million, an increase of 26 per cent.. The trade figures show increases under almost every heading. Percentagewise, the biggest gains were in leather goods, textile yarns and fabrics, iron and steel, machinery and transport equipment – both consumer and capital goods. But the trade figures do not reflect capital goods contracts for major projects where payment is spread over a number of years: for example over £12 million of business in the present expansion phase of Rautaruukki, the State steel works, and £8 million in power generation equipment. British firms had not succeeded in selling major power equipment to Finland since the early 1950s. The fact that they are doing so now reflects not only the technological attractiveness of their products, but the competitiveness of their prices. British firms are today more competitive than ever before.

Firms who have done well in the Finnish market over the years have succeeded through hard work and through the maintenance of close relations with their Finnish agents and customers. It is no good making a killing now and coming back in a few years and hoping to repeat it. That is not the way to do business in Finland. It is a market in which the personal touch is an important one. But however loyal Finnish customers may be, they will not tolerate poor delivery timings or goods not to specification. In the space of a short article, I do not want to dwell on these points which were covered in more detail in the *Board of Trade Journal* on January 31, 1969 and October 15, 1969. I would rather try to indicate generally the likely fields open for exploitation by British manufacturers.

## Fields of exploitation

Finland itself is a manufacturing country. In the past its overseas sales were largely timber and the products of its forest-based industries – pulp, newsprint and paper. Nowadays, although still

(*Continued on next page*)

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## *London Chamber of Commerce Mission to Finland*

From February 22 to 28 Finland was visited by perhaps one of the strongest British trade missions ever to go there. Led by Lord Erroll, a former President both of the Board of Trade and of the London Chamber, the 25-strong mission covered a wide range of capital goods and also included four representatives of Merchant Banks.

The leader of the mission called on the Minister of Commerce and the Lord Mayor of Helsinki, to whom he brought good wishes from the Lord Mayor of London, and visited Tampere and Turku where he addressed the local Chambers of Commerce. With the other members of the mission he was host at a reception in Helsinki attended by the heads of major Finnish companies, government officials and bankers.

The composition of the mission was designed to concentrate on expanding areas in the Finnish economy in which there were opportunities both for British exporters and for agreements to manufacture under licence.

FINLAND IN THE SEVENTIES, *continued*

accounting for more than half Finland's exports, these industries are getting near the likely limit of their expansion. But the derivative industries will continue to grow; for example the manufacture of paper-making and wood-working machinery, and the special vehicles and equipment for forestry designed in Finland, but using imported components. The Finnish metal-working industry, which now accounts for more than one-third of Finland's exports will go on expanding. Here again there are openings for British equipment, both in the form of machinery and low cost automation devices as well as in actual components. But if the metal-working industries were the dramatically expanding industries of the 1950s and 1960s, the most marked growth in the 1970s seem likely to be electronics, electrical equipment, chemicals and petro-chemicals. Consumer demand for household gadgets is building up in Finland, but has not yet reached the level attained in Sweden. This will come soon. The Finnish textile industry is expanding, but at the same time so is the market for imported garments. (Three trade missions this year together achieved orders of between £300,000-£400,000.) In 1969 British passenger cars were top of the list of new registrations. At the same time, British engines go into locally manufactured cars and lorries as do other British components.

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consumer goods. It is against the background of all these opportunities that the 1970 Trade Drive has been planned. An account of the main events of this Drive has been given in earlier numbers of the *Journal*. The Drive aims to create practical opportunities for the British exporters by joint ventures at existing trade fairs, by special British fairs and exhibitions, by a shopping fortnight and by the maximum number of trade missions that can be induced to come and which the Embassy can adequately support. But perhaps more important is the general atmosphere favouring British trade that these efforts are designed to create. Here, we have the support both of the Finnish Government and of the business community. Both are conscious of the importance of the British market to Finland and the need to preserve and expand it. The wide, if slightly narrowing trade gap, between Finnish exports and imports to and from the United Kingdom is one that causes uneasiness to informed Finnish opinion. There is thus a great will to buy from Britain, provided normal business criteria of price, quality, delivery times and where appropriate,

(*Continued on next page*)

*The Clothing Export Council of Great Britain is organizing a group selling mission in connection with the British Shopping Fortnight held in Finland every year from September 25 to October 8. Their new collections were on show in Helsinki during February. Companies participating in the mission were: Alexon, Astraka, Alex Berman, John Craig, Evandore, Flashman, R. J. Freedman, H. F. Greenfield, Martin Emprex, Anthony Miller, Mortimer Fashions, Suedes and Leathercraft, Travers Tempos, Penny Gay, Anglo Products, J. C. May, Saul Fandler, David Ryder, Alan Rodin, representatives of which can be seen here departing from Heathrow Airport.*


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# *President speaks to Finance Houses Association on overseas trade and commerce*

THE RESULTS achieved by the 'people who actually make and sell our exports; and who offer the services such as insurance, shipping and civil aviation which are playing so vital a role in boosting our invisible exports too,' were described by Mr. Roy Mason, President of the Board of Trade, speaking at the dinner of the Finance Houses Association in London on March 19.

The President said that in 1968 as a whole there was a deficit in the combined current and long term capital account of £398 million. In 1969 this was turned into a surplus of £387 million. The improvement in the balance was therefore approaching £800 million in a single year. Leaving out the capital account the improvement in the trade balance alone was £485 million. For exports rose last year by 14 per cent and imports were held to a rise of just 5 per cent.

'These facts show two things clearly,' continued Mr. Mason. 'First – last year was extraordinarily good for the balance of payments by any standard. A vintage year. Secondly, this big improvement was more than a bounce back from a low position. It brought us to a position of current strength, to a major recovery of confidence.'

The President said that the improvement had also permitted extensive debt repayments. 'It is significent,' he said, 'when one can argue a measure of the restoration of confidence in the pound, both at home and abroad, by the fact that the announcement of a sizeable fall in the month's trading balance makes such little news at home or abroad.

'Of course, we know, in comparison, it was really a small deficit on visible trade – but I am sure you will agree it is a sign, too, that rational attitudes have returned. Not before time.

'Spokesmen from my department have been saying from time immemorial that the trade figures fluctuate erratically month by month – but not so long ago it was an impossibility to lift people's horizons above the very, very short term.

'This month's check to the flow of trade surpluses – this small dose of Alka-Seltzer if you like – makes it a good time to take stock.'

Looking forward to the rest of the year, Mr. Mason said that the huge improvement in 1969 took place against a set of circumstances that were favourable to our trade. The growth of world trade as a whole, and hence demand for our exports, was at an almost unprecedented rate. The boost to our competitiveness from devaluation had time to work through the order books. In the meantime the growth of imports was being held back partly by the import deposit scheme.

'But we must face it,' he warned, 'few of these factors will be so strongly in our favour this year. It would therefore be quite wrong to expect the balance to continue to improve so strongly this year as last. As I have said, 1969 was a vintage year; the connoisseurs here know you rarely get two such years in succession.

'Surpluses on visible trade are extremely rare in Britain. The last time we had such a surplus for a year, as a whole, was 1958. And only once since then, has the visible deficit been less than £100 million.

'Fortunately we do not need to earn a large surplus on visible trade to continue repaying our overseas debts – our invisible account last year was in surplus by over £500 million; more than four times the surplus of only three years earlier – a matter for congratulation – I suggest.

'But the conclusion I draw is that so far as trade is concerned the heady success of the last few months must be kept in proportion.'

The President then referred to insurance and company matters. He said 'Your members have a considerable interest in the Board of Trade's efforts to be as certain as possible that insurers are – and above all, remain – solvent.

'This is important not only for policy holders, the consumers, but also for the reputation in the world of British insurance which,

(*Continued on next page*)

FINLAND IN THE SEVENTIES, *continued*

credit terms and after-sales service, are met. It is obvious that British industry can meet these criteria, otherwise we would not have expanded our exports to Finland by about 27 per cent last year and by 29 per cent in the first month of this year. Although the present level of Finnish commercial activity is expected to drop slightly next year, it will still remain high and opportunities, both in the capital and consumer goods market, will continue throughout the decade. The growth sectors mentioned in an earlier paragraph will remain and consumer expenditure, especially on consumer durables is unlikely to slacken. 1970 is a year of special British export effort, but we do not intend it to be one in which our exports reach new high levels and then decline thereafter. It should be a period in which British manufacturers lay the foundations for continued and expanding trade in Finland. Everything is in their favour – the attitude of the Finnish buyer, the advantages of FINEFTA membership, the ease of communication, both for goods and salesmen, and our own competitiveness. We may have tended to neglect Finland, and other Nordic markets in the past. I think we are now learning that in doing so we lost much business. It is by no means too late to retrieve the position.

*We are now booking space and entries in the*

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as I have said, has contributed so much to our balance of payments position.

'It was the 1967 Companies Act which gave my department new powers to deal with companies threatened with insolvency.

'In the past of course we have been criticized for inactivity in this field – when we had limited powers – and, more recently, for applying them too rigidly. Or too quickly. You can't win, you know. But I can assure you the Board of Trade does not intend to allow its new powers to rust from disuse, in the future.'

From time to time, the President said, the Board of Trade got itself in the news for its activities in general company investigations. Since the new powers under the 1967 Companies Act this had increasingly been the case. The number of companies which had been investigated following complaints, or 'acting on information', had risen steadily – from 14 in 1966 to 26 last year.

He continued: 'In addition, under special powers conferred by the 1967 Companies Act which enable our inspectors to have a quick "look-see" at a company's books without attendant publicity – which could cause great damage to a reputable company – the Board of Trade acted in 62 cases last year. The act is serving its purpose – proving extremely worthwhile – and I pay tribute to our Board of Trade Investigation Branches for their sure and silent service. No doubt you will feel that, too.'

## *Mr. Mason visits a successful exporter in the South-West*

MR. ROY MASON, President of the Board of Trade, visited the Dowty Group, Cheltenham, on March 20. Stressing that he regarded it as an important part of his job to go out and meet exporters and to visit overseas markets too, Mr. Mason said: 'I am here to see the goods being produced for overseas, to meet the people on the shop floor who make them, and to talk to the management who plan their production and sales campaigns.

'This is my first such visit to the South West Region,' continued Mr. Mason. 'It is in fact the first visit to any Region since I announced in February the Board of Trade's new Export Organization geared for the seventies. Our London based export services will be linked more closely to experts on commercial policy and the affairs of individual countries and we are maintaining close and continuous touch with our commercial officers overseas who know the market possibilities for British goods in their areas. At the same time we will be improving our flow of information to industry, drawing on the latest computerized techniques and – through our Regional export directors – we shall be working hard to make our contact with industry much closer.'

Referring to the Dowty Group's successful export performance, Mr. Mason said that direct exports of the Group last year were worth £10 million – 40 per cent more than in 1968. As the largest manufacturer of aircraft accessory equipment in Europe most of these exports were in this field. But hydraulic equipment and mining equipment had also played a big part. The Group now operated on four continents and in seven countries. In 1968 Dowty Rotol Ltd. who made aircraft equipment had won the Queen's Award to Industry for their export performance and Dowty Mining Ltd. had won the Queen's Award to Industry in 1967 and again in 1968 for technical innovations.

'In developing their export trade,' concluded the President, 'I am glad to know the Dowty Group have made use of the Board of Trade export services, and I hope other firms will make the fullest use of our improved export services to help them achieve the same kind of success.'

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## PRESIDENT'S VISIT TO BRITISH SHOWROOM IN BUCHAREST

*Mr. Roy Mason (second from right), President of the Board of Trade, with Dr. Taraboi (second from left) of IDT (the Rumanian Institute of Central Documentation), Mr. L. W. Mintowt-Czyz (left), Rank Xerox sales manager for Rumania, East European Operations, and Mr. J. H. Walsh (right), First Secretary (Commercial), British Embassy at Bucharest. The occasion was a visit by the President to Rank Xerox's permanent showroom in Bucharest. The showroom was opened on February 4 on the premises of IDT to display the Rank Xerox range of office copying equipment. It has attracted a great deal of interest and several orders have already been booked.*

## RUMANIAN MINISTER IN LONDON

*Mr. Barbupopescu (centre), the Rumanian Minister of Agriculture, being greeted on his arrival in London recently by the chairman of the British Agricultural Export Council, Sir Rudi Sternberg (left), and Mr. Popaluliu (right) of the Rumanian Embassy. Mr. Barbupopescu was in England for discussions with a number of major British companies on large agricultural projects for Rumania.*

*Mr. Harold Wilson, the Prime Minister, presents the* Guardian *Young Businessman of the Year award to Mr. Colin Chapman, chairman of Group Lotus, at a Mansion House luncheon. Mr. Wilson said he had always felt that people at home, and probably as well from abroad, failed to give adequate recognition to the highly trained, technically qualified young men – and women – in industry who deserved a good deal more of the credit for Britain's successful export achievements than they were always given. This was the first year the* Guardian *have made this award.*

## *Anglo-French Industrial Symposium in North of France*

THE BRITISH AMBASSADOR, Mr. Christopher Soames, will attend the opening session in Lille on June 9 of a Symposium which will bring together British and French industrialists. Following a one-day conference which was held in London last November in which representatives of British and French industry participated, as well as official representatives of the Region du Nord and Pas de Calais, a suggestion was made that representatives of British official bodies, various organizations, British industrialists and town-planners, etc., could examine, with various official organizations and industrialists from the Region du Nord (whose capital is Lille), ways in which British and French enterprise might co-operate.

An Anglo-French Symposium is, therefore, being organized in Lille, starting with an official dinner offered by the French authorities on the evening on Monday, June 8, and followed by two working days on June 9 and 10.

Subjects to be discussed will include the following:

(a) Exchanges of view of the widest kind between British and French industrialists in order to increase economic and technological co-operation between the two countries.

(b) The problems of industrial reconversion and diversification and of regional development policies in the Northern Region and in the United Kingdom.

(c) The advantages to British firms of establishing manufacturing or other commercial arrangements in the Northern Region of France.

For a more detailed and purposeful consideration of all these subjects the French and British participants will be divided into working parties. Discussions are at present taking place to establish the topics and the sectors of industry of interest to British and French participants. It seems likely at this stage that the Lille Symposium will be of interest to the following sectors of British industry:

Food and drink
Textiles
All industries in the mechanical, engineering, metal-working and allied fields
Chemicals, plastics and petro-chemicals
Electronics, computer equipment and components
Goods-handling equipment
Scientific instruments
Medical equipment
Building and public works, including architects, town-planners and those concerned with regional and industrial planning
All British firms interested in sub-contracting, in manufacturing under licence or in any form of collaboration, including the construction of factories.

Discussions inside the working parties will be concerned with the future development of the sectors mentioned above, with production and research in the specific fields under discussion, with trade and commerce, with the question of meeting the supply requirements of the market, and with questions of technical training. It is envisaged that there will be exchanges of view between British and French experts and industrialists on all these topics.

**Those interested in this meeting should contact Miss M. J. Manger, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1.**

## *NEDC discussions on Britain and the EEC*

THE NATIONAL Economic Development Council met on March 16 under the chairmanship of Mr. Harold Wilson, the Prime Minister.

The Council had a general discussion based on the Government's White Paper 'Britain and the European Communities: an Economic Assessment' (Cmnd. 4289) and on the CBI report 'Britain in Europe: a Second Industrial Appraisal'. Mr. George Thomson, Chancellor of the Duchy of Lancaster. attended for this item.

The discussion covered the timetable for the negotiations, the main issues to be dealt with and the dynamic effects and the extent to which they were likely to offset the cost to the balance of payments.

The CBI considered that despite the risks involved entry into the EEC offered a great opportunity for British industry as a whole. The TUC were in favour of the negotiations being pursued and

*Representatives of companies worth some £20 million annually in exports were present at the Crawley and District Export Club annual dinner recently, when the guest was Lord Brown, Minister of State, Board of Trade. The Crawley district was one of the first to establish an Export Club and now the chairman, Mr. F. L. Murphy of Edwards Vacuum Components Ltd., claims that the area sells a higher proportion of its output abroad than any other town in the United Kingdom. At least* 20 *per cent of all the Crawley industrial production is exported: in individual companies the percentage is as high as* 95. *Lord Brown, outlined the BoT's Group Export Representation Scheme and discussed the forthcoming computerized export intelligence service. He is seen (third from the right) talking to Mr. P. Hunt of Mintech (second from the right), the chairman, Mr. F. L. Murphy. Other club members, from the left, are Mr. R. R. Marsh, MSE Ltd.; Mr. P. J. Cooper, Langley (London) Ltd.; Mr. H. H. Newhouse, Brentford Electric Ltd.; and Mr. N. Streatfield, MEL Equipment Co. Ltd.*

*The Minister of State for Foreign Affairs of the Democratic Republic of the Congo, Monsieur Cyrille Adoula, who is also responsible for foreign trade and co-operation, is seen in conversation with Lord Brown, Minister of State, Board of Trade, when they met recently at the Board of Trade offices in London. During M. Adoula's visit to the United Kingdom, an Anglo-Congolese Agreement on Commercial and Economic Co-operation was concluded. The Agreement is designed to strengthen economic relations between the two countries and to lead to increased trade.*

would consider with their affiliated unions what their attitude to entry would be in the light of the terms achieved in negotiations.

The Council expressed the hope that the negotiations would be brought to a successful conclusion. It also endorsed a proposal by the Director General that the EDCs should be invited in their future work to pay special attention to the effects on their industries of EEC membership and noted that the CBI would be carrying out parallel consultations through trade associations. It was agreed that the Council should have a further discussion in the summer.

The Council welcomed the Green Paper on industrial research and approved its general aim of redirecting the Government's industrial research and development resources so as to relate them more closely to the needs of industry as a whole. The CBI expressed concern about a number of points including the size of the proposed British Research and Development Corporation. Mr. Anthony Wedgwood Benn, Minister of Technology, said he would be glad to have further consultations with the CBI and other interested bodies about the proposals in the Green Paper before reaching final decisions.

## *Government bookshops to close on Saturdays*

FROM MARCH 28 HMSO Government bookshops in Birmingham, Bristol, Manchester, Belfast and Cardiff will be closed for business on Saturdays. The Edinburgh bookshop will be similarly closed from April 4. The normal business hours 9 a.m.-5.15 p.m. from Monday to Friday will continue unchanged.

## *BoT lifts restriction on Midland, Northern & Scottish Insurance Co. Ltd.*

THE BOARD OF TRADE withdrew on March 17 the direction made on February 2 requiring Midland, Northern and Scottish Insurance Company Ltd. to cease taking on new insurance business. The circumstances of the company have changed since that date and it now appears to the Board no longer necessary for this restriction to continue in force. The withdrawal of the direction means that the company can now resume taking on new policy holders and renewing existing policies.

## *Exemption of banking companies from the Protection of Depositors Act 1963*

THE RESTRICTION on advertisements for deposits imposed by Section 2 of the Protection of Depositors Act, 1963, does not apply to any banking company which satisfies the Board of Trade that it ought to be treated as a banking company for the purposes of the Act. In January 1968 the Board of Trade announced that only those banking companies which were treated as such for the purposes of Schedule 8 to the Companies Act, 1968, would be exempted from the Protection of Depositors Act (*Board of Trade Journal*, January 26, 1968).

This policy has been reviewed. As hitherto, any banking company which is for the time being recognized as such for the purposes of Schedule 8 to the Companies Act will by virtue of that recognition be exempted from the Protection of Depositors Act. The Board are prepared to consider applications for exemption from other banking companies. They will have regard to the standing of applicants (such as their appointment by the Treasury as Authorized Dealers for the purposes of the Exchange Control Act, 1947) over a period of years; their capital structure; and the nature of their business, which should include a wide range of banking services.

## *Report by the Registrar of Restrictive Trading Agreements*

A REPORT to Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity, by the Registrar of Restrictive Trading Agreements was published on March 19 by HMSO as Cmnd. 4303 (price 5s. net.).

This is the fifth report and covers the work of the Registrar during the period July 1, 1966, to June 30, 1969.

The report reviews the current situation relating to the restrictive practices legislation generally and deals with registration and with proceedings before the Restrictive Practices Court under the Restrictive Trade Practices Acts and the Resale Prices Act.

**Notes:** There is no statutory obligation on the Registrar to furnish such reports to Parliament.

The main duties of the Registrar under the Restrictive Trade Practices Acts, 1956 and 1958, are to maintain a register of agreements which are subject to registration under the Acts and to take proceedings before the Restrictive Practices Court in respect of such agreements. The Resale Prices Act 1964 required the Registrar to prepare a register of goods when claims were made for interim exemption from the general ban on the maintenance of minimum resale prices and to take proceedings before the Restrictive Practices Court in respect of all such goods for the Court to direct whether or not they should be exempted goods.

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### COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

**Colour cover blocks:** *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

**Black and white prints:** *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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B. H. Goodison Company requires sources of supply for 12V., D.C., electric air compressors (pumps). The compressor must be capable of inflating the Goodrich pneumatic automotive jack publicised recently. This company envisages a motor of approximately 1/20th h.p. capable of producing 35 p.s.i., the electric source being the female outlet of a car's cigarette lighter.

Interested firms should contact:-

Mr. William L. Pearson, Manager, New Products Planning,
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680 East Garry Street, Akron, Ohio 44318, U.S.A.

Firms are asked to copy (or notify) their response to Export Services Division, quoting the reference above.

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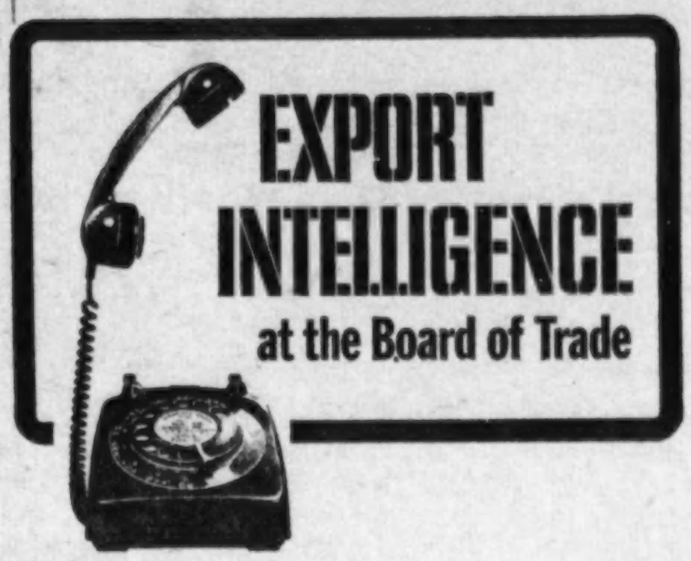


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*A party of Russians have visited Hoover Ltd.'s Perivale factory under the Soviet/British agreement on relations in the scientific, educational and cultural field signed in March 1969. The visitors represented a wide cross-section of industry, commerce and the teaching profession in the USSR. In the photograph Mr. G. S. Spurling, manager Eastern Europe, holds up a convertible cleaner to explain to some of the party the test procedures to which each cleaner is subjected after assembly.*

## Proposal to end import duty drawback for goods made from linseed

THE BOARD OF TRADE are proposing to end the import duty drawback schemes for the following exported goods manufactured from imported linseed or linseed oil:

Mixtures consisting of cobalt linoleate, linseed oil and linseed oil fatty acids and having a metallic content of not more than 6 per cent by weight. Printed linoleum and floorcloth.

Linoleum, not printed, manufactured on a base of resin coated paper felt. Oil baize and leathercloth.

Any interested party wishing to support or oppose this proposal should do so in writing to the Board of Trade, Tariff Division (D), 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than April 8, 1970.

**Note:**

HM Customs Tariff lists 14 items manufactured for export from imported linseed or linseed oil on which import duty drawback may be claimed. It is considered that insufficient use of these facilities have been made in relation to the four items specified (items 3, 5, 8 and 11 in the Tariff) to justify their continued inclusion in the scheme.

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 8.

| Tariff Heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 28.30 | Cobaltous chloride | Cobalt chloride | December 31, 1970 | 13421 |
| 28.43 | Cuprous potassium cyanide | Potassium cuprocyanide | December 31, 1970 | 13211 |
| 29.16 | Sodium *cis*-3-bromo-3-(4 - methoxybenzoyl acrylate) | Cis - p - 4 - methoxy benzoyl-p-bromo acrylic acid | December 31, 1970 | 13409 |
| 29.35 | 3-(4- Amino -2- methyl - 5 - pyrimidyl) methyl- 5-(2-hydroxyethyl) - 4 - methylthiazoline -2 - thione | 3 - [(4 - Amino - 2 - methyl -5-pyrimidyl) methyl] 4-methyl - 4 - thiazoline-2-thione | December 31, 1970 | 13410 |

**Correction:**

The proposed definition for tariff purposes of Phenyltrichloro Wilane (*Board of Trade Journal*, March 18, page 724) should read: Phenyltrichloro silane.

## Commission for Industry and Manpower Bill

A COMMISSION for Industry and Manpower to take over and develop the work of the Monopolies Commission and the National Board for Prices and Incomes is provided for in the Commission for Industry and Manpower Bill presented to Parliament by Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity, and published on March 13.

The Commission was foreshadowed in a consultative document issued by the DEP in January, which said that the Monopolies Commission and the NBPI were concerned with different but related aspects of central economic problems arising in a modern industrial society.

The Government, it said, believed that the country needed a single, strong and independent body which would

(i) be concerned to ensure that the public interest was adequately considered where the domination of industries by a small number of firms meant that it was increasingly difficult to rely on traditional competitive market forces alone to protect consumers; and

(ii) give further incentives to the more efficient use of manpower and other resources in the public and private sectors.

## Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, announced on March 13, that on the information at present before her it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

(1) Proposed acquisition by Town and Commercial Properties Ltd., of Simo Securities Trust Ltd.

(2) Proposed acquisition by Bovis Holdings Ltd., or Trafalgar House Investments Ltd., of Cementation Ltd.

(3) Proposed acquisition by Imperial Metal Industries Ltd., of Compression Joints Ltd.

(4) Proposed acquisition by Star (Great Britain) Holdings Ltd. of Second Covent Garden Property Company Ltd.

(5) Proposed merger of the operating activities of the Dunlop Co. Ltd. and the Pirelli Group.

### Treasury statement on proposed Dunlop-Pirelli merger

HM TREASURY issued the following statement on March 13: 'As announced by the Department of Employment and Productivity today it has been decided not to refer to the Monopolies Commission the proposed merger of Dunlop and Pirelli interests in the United Kingdom which would form part of the projected world-wide union of the operating activities of the two groups which was announced by the companies last week.

'Further detailed discussions will need to be conducted with the companies over the coming months in relation to exchange control and other problems. Discussions so far, however, suggest that none of these problems will prove insuperable.

'In general, the Government warmly welcomes the intention of the two companies in seeking in this way to strengthen their world-wide industrial and economic performance. International mergers of this kind are rare, and it is particularly apt that such a union should be sought between two major industrial groups linking British and other European interests, at a point when the Government is about to enter into further negotiation on possible membership of the EEC.'

## Petroleum industry's training levy order

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has approved proposals submitted by the Petroleum Industry Training Board for a levy on employers within scope of the Board at the rate of £13 per employee. The number of employees will be calculated as the average of those employed on June 9, 1969 and December 1, 1969, and where this is less than six, the employer will be exempt from levy.

This is the effect of an Order (SI 1970 No. 351, HMSO or through any bookseller, price 1s. net), made by Mrs. Castle and laid before Parliament on March 16, which comes into operation on March 25. The levy will be used to make grants for the training of managers and supervisors, training officers and instructors, technicians, operatives, office workers and for apprentices. In addition, grant is available for training in marketing, computer work, operational research, safety, and for on-the-job training. Provision is made for employers to appeal to independent tribunals against assessment.

*Mr. Richard Glenister, a director of Gollin and Co. Ltd., who handles the sales of Crossley Carpets in Australia, visiting the company's Halifax works. Left to right: Mr. Glenister, Mr. Ben Nahon, Crossley's export sales manager, and Mr. Brian Dawson, who is joining Gollins from Gilt Edge Carpets Ltd.*

## DITB training grants for trade associations

THE DISTRIBUTIVE INDUSTRY TRAINING BOARD has agreed to pay full net training costs incurred by Trade Associations and Group Training Schemes within its industry for the two year period August 1968 to July 1970. For future years the Board will contribute towards the creation of new schemes or the development of existing schemes on a basis of individual negotiation with the organizations concerned. Trade-based non-profit-making educational bodies and group training schemes sponsored by Co-operative Societies and voluntary groups are among those expected to qualify. The Board has set aside £400,000 for grants of this kind.

## New films on metrication for industry

THREE NEW 16 MM. colour films on metrication can now be obtained on hire or sale from the Central Film Library. Part of the Metrication Board's series 'Keys to Metrication', the films are based on the practical experience of six engineering firms.

UK 1994 **Planning Metrication** 17 mins.

Aimed at line management in the manufacturing industries, with emphasis on rationalization and variety reduction.

UK 1995 **Phasing-in Metric Designs.** 15 mins.

Illustrates the interface technique, design modification, and the timing of the introduction of completely new metric designs.

UK 1996 **Metric Production and Inspection.** 14 mins.

This film is aimed at the Production Controller and Shop Floor Supervisor. Dual dialling and the timing of the replacement of tools and measuring devices are dealt with.

A leaflet giving full details of the films is available free from the Chief Information Officer, Metrication Board, 22 Kingsway, London, W.C.2.

Requests for loan or purchase of the films should be made direct to: Central Film Library, Government Building, Bromyard Avenue, Acton, London, W.3.

The hire charge is £1 12s. for the first day, reducing thereafter and the outright sale price is £40 10s. each.

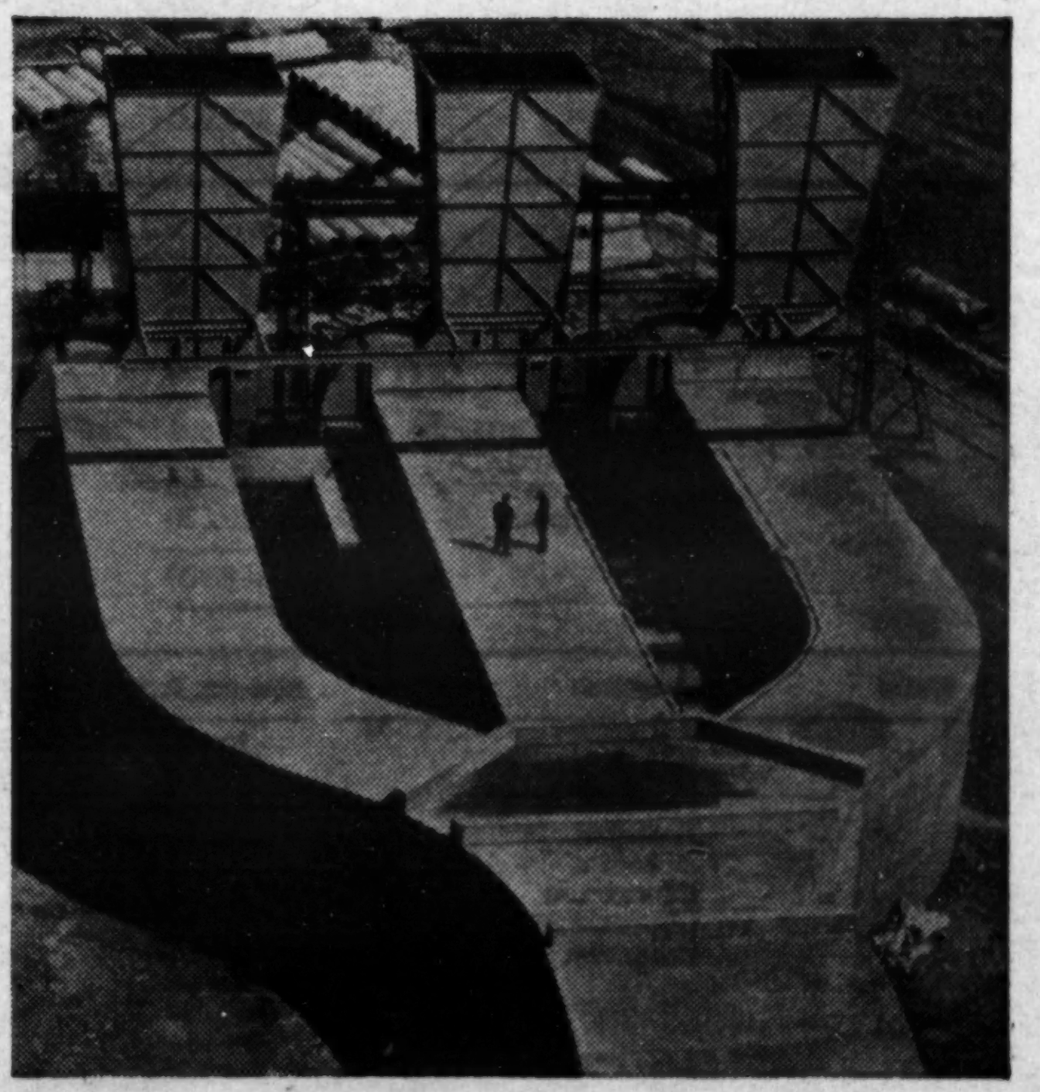
## Civil service seminar for management consultants

THE CIVIL SERVICE Department is to run a one-day seminar on management developments in central government for private management consultants and their firms.

The object of the seminar – the first of its kind – is to enable consultants to keep up-to-date with far-reaching changes in managerial methods now being introduced in the Civil Service. It will be held at Church House, London, on May 4, and will be opened by Lord Shackleton, Minister in charge of the CSD.

The first session will be a talk on the CSD and its tasks by Sir William Armstrong, head of the Home Civil Service and Permanent Secretary of the CSD. Other speakers from the Treasury, Home Office and CSD will discuss accountable management and management by objectives, planning-programming-budgeting systems and Government computer developments.

At the final session, on the role of management consultants carrying out assignments for departments, a senior CSD official will introduce a new Code of Practice for the use of departments employing consultants.



*Three of the six giant 'Sirocco' fans recently installed by the South African subsidiary of Davidson & Co. Ltd., Belfast, at the Hartebeestfontein gold mine, near Stilfontein. The fans illustrated are 126½ in. diameter, backward aerofoil bladed units coupled to 2,000hp motors and are installed at the mine's No. 5 shaft. Each fan extracts 467,000 cubic feet of air per minute against a pressure of 20.5 in. static water gauge. Three smaller fans are also installed on another shaft.*

# Thirty-nine more advance factories to be built

GOVERNMENT AUTHORITY to construct a further 39 advance factories was announced by Mr. Eric Varley, Minister of State, Ministry of Technology in reply to a question in Parliament on March 18.

Mr. Varley said: 'Since October 1964, we have authorized the construction of 181 advance factories in the Development Areas, of these 82 are in England, 55 in Scotland and 44 in Wales. They have an area of 4.3 million sq. ft. and, even without extensions which have already been authorized for some of them, may be expected to provide employment for 14,000/16,000 people.

'Of the 181 factories so far authorized, 133 have been completed and 111 of these have been allocated; we have inquiries for others.

'All the evidence now is that the provision of Government advance factories has been a most valuable means of attracting industry to the Development Areas. Now that we have the power to help in a similar way in the new Intermediate Areas, we intend to provide such factories there as well.

'We have therefore decided to authorize the construction of a further 39 advance factories, in both the Development and Intermediate Areas.'

Details are given below:

**A. DEVELOPMENT AREAS**

| England | Location | Size (sq. ft.) |
|---|---|---|
| North | Jarrow | 25,000 |
| | Team Valley | 25,000 |
| | Sunderland | 15,000 |
| | Sunderland | 10,000 (terrace unit) |
| | Aycliffe | 15,000 |
| | Aycliffe | 10,000 (terrace unit) |
| | Thornaby | 15,000 |
| | Thornaby | 10,000 (terrace unit) |
| | Tynemouth | 25,000 |
| North West | Knowsley | 25,000 |
| South West | Penryn | 10,000 |
| | Bodmin | 10,000 |
| | Total | 195,000 |

| Scotland | Location | Size (sq. ft.) |
|---|---|---|
| | Cowlairs | 30,000 |
| | Hillington | 30,000 |
| | N. Cardonald | 30,000 |
| | Greenock | 20,000 |
| | Kilsyth | 20,000 |
| | Lanark (Caldwellside) | 20,000 |
| | Mosshill (Ayr) | 20,000 |
| | Fort William | 10,000 |
| | N.E. Scotland | 10,000 |
| | Total | 190,000 |

| Wales | Location | Size (sq. ft.) |
|---|---|---|
| | Oakdale | 50,000 |
| | Waterton | 50,000 |
| | Landore | 25,000 |
| | Tredegar | 25,000 |
| | Aberdare | 20,000 |
| | Caernarvon | 10,000 |
| | Blaenau Ffestiniog | 10,000 |
| | Fishguard | 10,000 |
| | Total | 200,000 |

**B. INTERMEDIATE AREAS**

| England only | Location | Size( sq. ft.) |
|---|---|---|
| South Yorkshire | Doncaster | 25,000 |
| | Barnsley | 25,000 |
| | Site yet to be selected in Yorkshire coalfield | 25,000 |
| | Mexborough | 15,000 |
| Humberside | Hull | 20,000 |
| N.E. Lancashire | Altham | 20,000 |
| | Rossendale Valley | 10,000 |
| | Nelson and Colne | 10,000 |
| East Midlands | Notts/Derby coalfield | 20,000 |
| South West | Plymouth | 20,000 |
| | Total | 190,000 |
| | Total A and B | 775,000 |

**Notes:**

Previous programmes of advance factories were announced by the present Government in November 1964, September 1965, May 1966, November 1966, June 1967 and January 1969.

Consequent on the coming into force of the Local Employment Act 1970 the programme contains the first advance factories for the newly designated Intermediate Areas.

Advance factories are constructed for the Ministry of Technology by contractors appointed by the English, Scottish and Welsh Industrial Estates Corporations.

When an advance factory is built, sufficient land is provided to allow for substantial expansion.

Advance factories are let at current market value rental or sold for cash or on mortgage terms. Rented advance factories may attract a rent-free period concession. Factories sold may attract a building grant.

The allocation of advance factories to would-be occupiers is made by the Ministry of Technology.

Ministry of Technology advance factories represent a part of the Department's total provision of industrial premises under the Local Employment Acts 1960-1970. Over the years, expenditure on advance factories has averaged rather less than 20 per cent of the Ministry's expenditure on factory building. About 5 million square feet of advance factory space (including the programme now announced) have been authorized since November 1964: the Ministry owns about 60 million square feet in all of industrial premises provided under the Local Employment Acts or earlier legislation.

# Factory development in Wales

A NEW FACTORY in Wrexham and a 25,000 sq. ft. extension to a Ministry of Technology factory at Hengoed were announced by Mr. George Thomas, Secretary of State for Wales, on March 20.

Mr. Thomas said that the Ministry of Technology are to build a new factory for the Wrexham Wire Co. Ltd. on the Ministry's Wrexham Industrial Estate. The factory will be of 12,500 sq. ft. and will have ample room for expansion. It will be built by the Welsh Industrial Estates Corporation and is expected to be ready for occupation in the autumn. Employment will be provided for over 50 people, the majority of whom will be men.

Mr. Thomas also announced that the Ministry are to build an extension of 25,000 sq. ft. to their factory at Tiryberth, Hengoed, Glam. which is occupied by Mono Containers Ltd. When the extension to the Hengoed factory is completed additional machinery will be installed to meet the increasing demand for the company's products. Employment will be provided for a further 120 to 150 people, three quarters of whom will be men.

The extension, which will be built by the Welsh Industrial Estates Corporation on behalf of the Ministry of Technology, is expected to be ready for occupation early next year. When the extension is completed the factory will comprise 54,000 sq. ft.

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## Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly when they will be available for discussion.

| | | Available | In present post since |
|---|---|---|---|
| BURMA (Rangoon) | W. B. J. DOBBS First Secretary (Commercial) | June/July | April 1968 |
| CANADA (Ottawa) | R. C. CARROLL First Secretary (Commercial) | June | September 1967 |
| ETHIOPIA (Addis Ababa) | R. C. ROBINSON, MBE First Secretary (Commercial) | June/July | December 1968 |
| HONG KONG | K. W. H. NASH Assistant Trade Commissioner | July | June 1968 |
| IRAN (Tehran) | J. C. CLOAKE Counsellor (Commercial) | June/July | August 1968 |
| NIGERIA (Lagos) | D. FERNYHOUGH Commercial Officer | June/July | April 1969 |
| PAKISTAN (Dacca) | B. E. THORNE Commercial Officer | June | April 1969 |
| VENEZUELA (Caracas) | J. F. GAHAN* Second Secretary (Commercial) | June/July | February 1968 |

(*This officer is principally concerned with United Kingdom trade in the Netherlands Antilles).

British firms and organizations, including those in the areas covered by the Board of Trade offices for the Eastern Region and London (E., E.C., N. and W.C.), and the South Eastern Region and London (N.W., W., S.E., and S.W.), which wish to meet any of these officers to discus specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Export Director stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland were listed on page 723 of the *Board of Trade Journal* of March 18, 1970.) Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

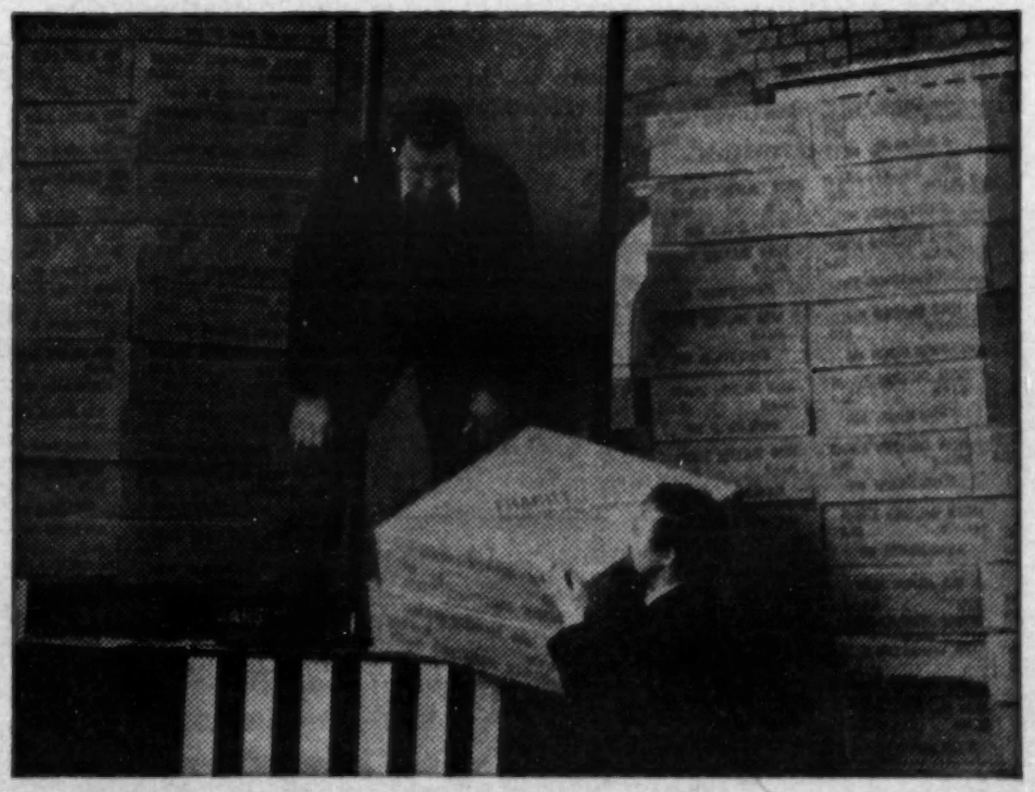
Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

## March issue of 'New Technology'

COLLABORATION between staff of a Lancashire town's sewage works and a Ministry of Technology laboratory which doubled the capacity of existing filtration plant and brought an annual saving in operating costs of £8,800 is described in the March issue of *New Technology*.

Of particular interest to steel structure designers is an article entitled 'COD Aids Design Against Brittle Fracture' which describes work at the UKAEA's Reactor Engineering and Materials Laboratory on evaluating and standardizing brittle fracture test methods based on COD (crack opening displacement).

The many activities at National Engineering Laboratory which fall within the general classification of tribology – the inter-disciplinary approach to the related fields of lubrication, friction, wear and bearing design – are described in 'Tribology at NEL'. The issue also includes a brief resume of the recent Green Paper proposals for hiving off a major part of Mintech and UKAEA R & D resources into a new commercially-run British Research and Development Corporation; and a Statistical Indicator comparing the Government/industry expenditure on R & D in various products groups in 1967/68.



*An export order for convex anti-theft mirrors destined for NAAFI supermarkets in Germany, Malta, Gibraltar and Famagusta, Cyprus, being loaded for despatch at the Coventry warehouse of the makers, the Volumatic Company. The company is anxious to expand its export business and has appointed agents in Scandinavia and Eire. At present, negotiations are being carried out for marketing the mirrors to retailers in Australia, Holland, Spain and Sweden.*

### INDEX INQUIRIES

*Inquiries about the detailed contents of the* JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

# Aviation and Shipping

## *President withholds approval of proposed take-over of BUA by BOAC*

MR. ROY MASON, President of the Board of Trade, announced in Parliament on March 18 that he was withholding approval of the proposed take-over of British United Airways by the British Overseas Airways Corporation until the situation had been clarified and that he had asked the chairman of British and Commonwealth Shipping Company (the principal shareholder in BUA) and of Caledonian to resume their negotiations on the basis of merger, or, failing that, of take-over.

In the course of outlining the Government's policy on civil air transport, Mr. Mason said:

'The Government's policy is, and remains, to welcome the consolidation of the independent sector of the industry through amalgamations that will strengthen it, in pursuit of the objectives set out in the White Paper and provided that the conditions set out in the White Paper are satisfied. But we have no intention of forcing any particular merger upon the airlines concerned if they are not willing to act voluntarily.

'My Department was aware that, after the publication of the Edwards Report and again immediately after the appearance of the White Paper, discussions had taken place between British and Commonwealth and Caledonian on the possibility of a merger. My Minister of State and officials met the chairmen of both companies before Christmas in this connection and, despite what had been said in the White Paper on this point, we were asked by BUA for assurances that substantial transfers of BOAC's routes would be granted. This appeared to be an essential element in the discussions.

'Subsequently, in late January, this year, I was approached by BOAC, which sought approval for its purchase of British United Airways. The initiative for this came from the British and Commonwealth Shipping Company, which is the principal shareholder in BUA. I therefore invited the chairman of British and Commonwealth to see me early in February. The clear impression that he then gave me was that there was no real possibility that a merger between BUA and Caledonian would take place.

'As I understood him, this was because he saw BUA as predominantly an operator of scheduled services and so in a different category from the other independent airlines, which are mainly in charter and bulk travel. For this reason he saw nothing worth while resulting from a merger with any other group of independents. He wished BUA to expand as an operator of scheduled services and he did not think that the idea of a second force airline was practical because achieving it would involve depriving BOAC of routes it already had. He thought that the sale of BUA to BOAC was therefore the course that would best serve the national interest.

'In reply to a direct question from me as to what he would do if BOAC were not allowed to buy BUA, he did not mention a merger with Caledonian as an alternative course. For reasons that I have explained, although I can understand his point of view, I cannot agree that the acquisition of scheduled services is the only or the right way in which expansion should be sought; nor can I give guarantees that would result in the weakening of BOAC.

'In the light of what was said to me, however, I concluded that the prospect of a combination of airlines emerging on the lines envisaged in the White Paper no longer existed, at least so far as BUA was concerned. There was thus no reason of policy to prevent the acquisition of BUA by BOAC from taking place, provided that the financial arrangements were satisfactory. It was a transaction between a willing seller and a willing buyer. I also had it in mind that if, as it intended, BOAC continued for a period to run BUA as a going concern, the jobs of BUA's 3,000 employees would not be put at risk.

'On March 5, I authorized an announcement confirming that this transaction was acceptable in principle, subject to further discussion of the financial arrangements. Very quickly thereafter two important developments took place. First, it was brought to my knowledge that, despite the impression that I had been given to the contrary, British and Commonwealth had been in real and close discussion with Caledonian Airways right up to the time of the announcement by my Department. Evidently, I had been seriously misled in supposing that there was no prospect that a merger could take place. Secondly, Caledonian made certain applications to the ATLB which materially affected the appraisal of any investment by BOAC, and announced that it was preparing a rival offer to purchase BUA.

'In these new circumstances, it is clear that my proper course is to withhold approval from the investment proposal put to me by BOAC until the situation has been clarified.'

The President continued:

'It remains our policy to encourage the independent airlines to form a stronger element in the industry by amalgamation, whether that takes place by way of merger or purchase. One of the dangers in civil aviation today is fragmentation of the industry into many small airlines. We have to do something more positive to try to get them together. If we can encourage them to amalgamate so that they are stronger financially, those who work in the airlines will have a more secure future.

'I am told on all sides that there is a genuine possibility of this merger happening and I want to allow ample opportunity for BUA and Caledonian, which are the two airlines named in the Edwards Report as forming the most likely nucleus of an appropriate combination, to resume their negotiations and take them to a conclusion. I trust that I have made it abundantly clear that there is no intention of carving up BOAC to facilitate the process, but I firmly believe that the industry will be strengthened if the negotiations are successful.

'Accordingly, I have asked the chairman of British and Commonwealth and of Caledonian to resume their negotiations on the basis of merger or, failing that, of take-over, and to pursue them with all possible speed and sincerity. I have drawn their particular attention to the need to reduce to a minimum the period of uncertainty for the staff of British United Airways.'

*The debate, which was wound up by Mr. Goronwy Roberts, Minister of State, Board of Trade, is reported in* Hansard *for March* 18, *cols.* 417 *to* 530.

## WORK OF BRITISH STANDARDS INSTITUTION

*The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.*

*Sir William Swallow, chairman of the Shipbuilding Industry Board, with Mr. J. Gormley and Mr. B. Barker, paid a two-day visit to Upper Clyde Shipbuilders. Picture shows, left to right: Mr. Barker, Mr. A. E. Hepper (chairman of UCS), Sir William Swallow and Mr. W. D. Jackson (local director) walking through the yard at the Clydebank Division of the company. Sir William Swallow said that they were very pleased with what they had seen and heard during their visit. UCS had still a long way to go but they considered that the company had really started a come-back and the trend was in the right direction.*

## New regulations for AB certificates

NEW REGULATIONS have been made for the issue of AB certificates of competency. These came into force on March 16.

The principal changes are in the length of qualifying service. Service at sea can now include service in a general purpose rating in addition to service in a deck rating. The extent to which courses at prescribed training schools and establishments can count towards qualifying service is also altered.

A seaman may apply to take the examination after serving at sea for 12 months in a deck rating or 18 months in a general purpose rating or between 12 and 18 months, partly in a deck rating and partly in a general purpose rating. He can apply for a certificate as AB after a further two years service. If he has attended a recognized pre-sea training establishment he may count this towards his qualifying service at the rate of one month for every four weeks training satisfactorily completed. A maximum of four weeks in respect of these courses may count towards the qualifying service for the examination.

Boys attending pre-sea training course at the National Sea Training School at Gravesend may take the qualifying examination at school before going to sea. Ex-engine room ratings who have attended an approved engine room/deck conversion may take the qualifying examination at the end of the course.

Qualifying examinations are conducted by Board of Trade Nautical Surveyors at Aberdeen, Belfast, Blyth, Bristol, Cardiff, Falmouth, Glasgow, Great Yarmouth, Grimsby, Hull, Leith, Liverpool, London, Middlesbrough, Newcastle, Southampton, Sunderland and Swansea. The syllabus includes the meaning of common nautical terms, the names and functions of various parts of the ship, use of lifesaving and fire fighting appliances and practical demonstrations of eleven types of knots, hitches and bends, splicing ropes, rigging a bosun's chair and the use and operation of a windlass on anchor work.

Copies of the Regulations – 'Merchant Shipping (Certificates of Competency as AB) Regulation 1970' (S.I. 1970 No. 294) are available from Her Majesty's Stationery Office price 1s. 9d. (2s. 1d. by post). The Regulations are described in M.S. Notice N.850 obtainable from the Board of Trade Marine Library, Norman Shaw North Building, Victoria Embankment, London, S.W.1.

*One of the transmissometer installations at Gatwick. The cubicle on the right houses equipment for analogue to digital conversion, local-light measurement, and the telephone link.*

## First installation of revolutionary runway system

EUROPE'S FIRST fully automated system for the assessment of visibility on airport runways has been installed at Gatwick. The GEC-AEI (Electronics) Instrumented Runway Visual Range System) (IVR) will make Gatwick the United Kingdom's first airport to have the continuous fully-automatic reporting of visual range recommended by ICAO's All-Weather Operations Panel and the fifth Air Navigation Conference. The system at Gatwick, IVR-1, is at the moment operating in an evaluation mode, but when it becomes fully operational it will eliminate manual assessment of visual range, contribute greatly to the safety of flying operations and help raise traffic handling capacity.

The GEC-AEI (Electronics) IVR system has been developed at the company's Leicester laboratories to meet a stringent Board of Trade Telecommunications Directorate specification. It is based upon photo-electric measurements of the atmospheric transmission of light at three points alongside a runway, at each end, and in the centre. It consists of three field sites alongside the runway, a data processing complex in the electronics area of the control tower and a number of small panel indicators in controllers' consoles in the control centre.

The company is also hoping to sell the IVR system overseas, particularly in Germany, Austria and Switzerland. A demonstration to senior officials at Munich Airport is planned for next April.

## Board of Trade Marine appointments

THE FOLLOWING CHANGES in senior staff in the Marine Division of the Board of Trade have been made:

Mr. E. Wilson, MRINA, CEng, has retired from the post of Principal Surveyor for Tonnage, and has been replaced by Mr. L. T. P. Whiteaway, MRINA, C.Eng, a Deputy Chief Ship Surveyor.

Mr. D. MacIver Robinson, OBE, MRINA, MarE, CEng, Principal Officer, East of Scotland replaces Mr. Whiteaway as a Deputy Chief Ship Surveyor.

Mr. T. Chorley, Deputy Principal Officer, North East Coast, has been promoted to Principal Officer, East of Scotland.

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## BoT Yachtmaster Certificate examination

OWING TO increasing demand by yachtsmen to take the Board of Trade Yachtmaster Coastal and Ocean Certificate examination this year it has been necessary to provide overflow accommodation in London and to rearrange the dates. Examinations for all grades of Yachtmaster certificates will be held additionally at Plymouth.

In the London area the written examinations will be held as follows:

At 23 Basil Street, London, S.W.1 (nearest underground station Knightsbridge) Yachtmaster (Ocean) May 4 and 5. Yachtmaster (Coastal) to be held in two groups, Group A on May 6; Group B on May 7. The Yachtmaster (Bridging) examination will be held at the Mercantile Marine Office, Dock Street, London, E.1, on May 6.

In the South West the written examinations will be held at Plymouth Polytechnic, Tavistock Road, Plymouth, during the week commencing May 11, as follows:

Yachtmaster (Ocean) May 11 and 12;
Yachtmaster (Coastal) May 12;
Yachtmaster (Bridging) May 13.

Applications should be lodged with the Superintendent of a Board of Trade Mercantile Marine Office as soon as possible but at least 10 days before the date of the examination. Candidates will be notified individually of the date and place of their examination.

Full details of these examinations are published in the Board of Trade Merchant Shipping Notice No. 534 which may be obtained from the Board of Trade, Marine Library, Norman Shaw North Building, Victoria Embankment, London, S.W.1.

**Notes:**

The examinations for the Board of Trade Coastal and Ocean Certificates are open to British yachtsmen and yachtswomen of 21 years of age and over. They are held three times a year, in January, May and September. Every candidate is required to pass the Board of Trade eyesight test.

The subjects covered in the examinations include navigation and meteorology, chartwork and pilotage, magnetic compass, seamanship, morse semaphore and the international code of signals.

Candidates who passed the Yachtmaster (Coastal) examination under the old syllabus may qualify for the Yachtmaster (Ocean) certificate examination by passing a special bridging examination.

## NEDO report on short sea shipping

A REPORT on 'Short Sea Shipping'† was published by the Economic Development Committee for the Movement of Exports on March 20. The report makes a general survey of the shipping which serves our trade with Europe and also the United Kingdom coasting trade and sets out the problems and opportunities. It has been produced by a Working Party set up by the EDC under the chairmanship of Sir Alexander Glen (chairman of H. Clarkson & Co. Ltd.) with members drawn from shipowners, seafarers, road hauliers, Government and NEDO.

Attention is drawn to the benefit to the national interest which can result when exporters and importers take steps to control the transport of their goods and use this power to employ competitive United Kingdom flag shipping services. The types of vessel employed in the short sea trades are described and a review made of the participation of United Kingdom flag ships in the rapidly developing roll-on/roll-off and unit load services as well as in the increasingly specialized carriage of particular bulk commodities.

One section of the report summarizes the evidence which the Working Party got from a large number of shippers and manufacturers about the participation of United Kingdom flag ships and services in the trades in which they are interested and the reasons which guided them in their choice of tonnage.

Another section studies the competitive conditions in which our ships now trade and finds that, as a result of changes over the last years, United Kingdom owners are now competing in these trades on fairer terms than in the past although certain specific improvements may still be called for. A number of United Kingdom owners certainly are having a considerable measure of success and, as new techniques develop, confidence as to the future is encouraging.

The study concludes with fifteen recommendations for action or attention by shipowners, shippers, the Government and others for maintaining and improving the competitiveness of United Kingdom flag ships in the short sea trade and for using this to the benefit of the national economy.

†'Short Sea Shipping' is published by the National Economic Development Office, price 8s.

## New address, BoT examiner of engineers

THE CHIEF EXAMINER of Engineers' Section of the Marine Department of the Board of Trade will move from April 2 to Room 1/30, Sunley House, 90-93 High Holborn, London, WC1V 6LP (Tel. 01-405 6911).

## Parliamentary Answers on aviation and shipping

THURSDAY, MARCH 12

### London Airport departure route

Lord Beswick was asked what studies the Board of Trade had made prior to their announcement of changing the westerly departure route for aircraft from Heathrow as from March 5; what was the anticipated length of this experiment; and whether local authorities had been consulted on the proposal. He answered that a Board of Trade review of the minimum noise routes out of Heathrow Airport revealed a possible new route for Southbound traffic over more open country which would disturb fewer people. Instead of the route to the West of Englefield Green-Egham-Virginia Water, the new route flew over parts of Windsor Great Park-Chobham Common. A trial period for the new route started on March 5 and would continue until the end of the summer season. Local authorities were not consulted.

### British Airports Authority

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked on how many occasions since his appointment had the Chairman of the British Airports Authority received or seen off very important persons at the Authority's airports. 'I understand these duties are normally performed by the General Manager or the Deputy General Manager of the airport', said Mr. Roberts.

### Noise standards for military aircraft

A Member asked if the proposed obligation on all future types of subsonic jet aircraft to comply with specified noise standards applied to military aircraft. Mr. Roberts answered: 'No. I am assured, however, that military aircraft will continue to be operated in the United Kingdom so as to cause the least disturbance consistent with operational needs.'

MONDAY, MARCH 16

### Night jet flights at Gatwick

Stating that night at Heathrow Airport, London, was defined by the Board of Trade as 11.30 p.m. to 6 a.m. for the purpose of limiting night jet flights to 3,500 from April 1 to October 31 each year, a Member asked why the President had recently defined night at Gatwick Airport, London, as midnight to 6 a.m. for the purpose of the voluntary limitation of night jet flights there to 4,950 in 1970 over the same months. Mr. Roberts replied that the definition of night depended on the circumstances at the airport being considered. The voluntary arrangement made for 1970 at Gatwick was entirely without prejudice to decisions for 1971 and beyond, which were now under review.

Another question was asked about the number of night jet flights expected at Gatwick in 1970 between the hours of 11.30 p.m. and 6 a.m. from April 1 to October 31. Mr. Roberts said: 'The greater part of the period 11.30 p.m. to 6 a.m. will be covered by the airline operators' voluntary limitation to 4,950 movements between midnight and 6 a.m., which I announced on February 25. I am not able to forecast with any accuracy the numbers likely in the half hour before midnight.'

### Trawler 'Malcolm Croan'

Mr. Roberts was asked to make a statement on the circumstances in which the Aberdeen trawler 'Malcolm Croan' went ashore with lost

engine power off Donegal in North-West Ireland and indicate the loss and damage that she and her crew suffered and details of the rescue and her present whereabouts. He said: 'Following an engine breakdown in the early morning of Sunday. March 8, the "Malcolm Croan" began drifting towards land off the coast of Donegal. The vessel was eventually held by her emergency anchor some way off Melmore Head. I understand that three other trawlers in the area went to assist her, and, in response to a request from the Irish Republic Maritime Rescue Headquarters to HM Coastguard an Army helicopter from RAF Aldergrove also helped. One of the trawlers was able to tow the "Malcolm Croan" to the port of Ayr. Happily no one was injured, but the vessel sustained the loss of both her anchors and cables.

'The Board of Trade are making inquiries about the cause of the engine failure and the loss of the main anchor.'

## TUESDAY, MARCH 17

### Loss of steamship 'Irene'

A Member asked what representations had been made by HM Government to the Inter-Governmental Maritime Consultative Organization about the need for more effective international arrangements to determine responsibility for loss of life at sea, in view of the inadequacy of the inquiry held in Piraeus concerning the loss of the Greek-manned Liberian flag steamship 'Irene'. 'None, Sir,' replied Mr. Roberts. 'Investigation of a casualty to a ship can be undertaken effectively only by the Administration having jurisdiction over the ship. The Intergovernmental Maritime Consultative Organization has recommended that flag states should allow other states affected to participate in such investigations, and the Board of Trade were given full facilities to take part in the inquiry held in Piraeus. The purpose of this inquiry was not to determine responsibility for the loss of life on the Longhope lifeboat.'

### Future of air transport in South and West

Mr. Roberts was asked if he would provide the hon. Member for Arundel and Shoreham with a copy of his department's recent survey into the future of air transport in the South and West, in which it is laid down that no airport is likely to be developed on any existing West Sussex airfield or aerodrome, or on any new site in the county. Mr. Roberts replied that no such survey had been made by the Board of Trade. A survey into the airport requirements of South Hampshire had been commissioned by the South Hampshire Plan Advisory Committee, with financial support from the Board of Trade, and was currently being undertaken by aviation consultants. The consultants' final report was expected shortly.

### Net borrowings by BOAC

Asked what indebtedness was incurred by the British Overseas Airways Corporation in each of the financial years 1960-61 to 1968-69, inclusive, Mr. Roberts said BOAC's net borrowings during each of the years in question amounted to:

£ million

| 1960/61 | 1961/62 | 1962/63 | 1963/64 | 1964/65 | 1965/66 | 1966/67 | 1967/68 | 1968/69 |
|---|---|---|---|---|---|---|---|---|
| 17·1 | 7·0 | 10·8 | 4·7 | (0·7) | (2·8) | (1·9) | 3·4 | 10·8 |

(=) net repayment

### Air passenger statistics

The following table showing the quarterly totals of air passengers carried on the principal domestic routes by British European Airways and by independent operators in each of the past five years was published in reply to a question.

### Passengers carried on domestic trunk routes

Totals — Thousands

| | Between London and | | | | | | |
|---|---|---|---|---|---|---|---|
| | Glasgow | | Edinburgh | | Belfast | | Manchester |
| | BEA | Independents | BEA | Independents | BEA | Independents | BEA |
| 1965 1st quarter | 127 | 2 | 74 | 3 | 83 | 1 | 75 |
| 2nd quarter | 164 | — | 109 | — | 109 | — | 127 |
| 3rd quarter | 170 | — | 119 | 8 | 143 | — | 134 |
| 4th quarter | 130 | — | 75 | 8 | 93 | 2 | 89 |
| 1966 1st quarter | 129 | 18 | 78 | 3 | 86 | 3 | 96 |
| 2nd quarter | 156 | 20 | 104 | 7 | 119 | 5 | 107 |
| 3rd quarter | 155 | 24 | 119 | 8 | 146 | 7 | 104 |
| 4th quarter | 132 | 20 | 79 | 7 | 93 | 6 | 63 |
| 1967 1st quarter | 136 | 23 | 85 | 9 | 94 | 6 | 62 |
| 2nd quarter | 162 | 29 | 117 | 11 | 107 | 10 | 150 |
| 3rd quarter | 163 | 28 | 128 | 10 | 141 | 14 | 106 |
| 4th quarter | 129 | 23 | 84 | 8 | 85 | 8 | 73 |
| 1968 1st quarter | 124 | 23 | 78 | 8 | 82 | 7 | 59 |
| 2nd quarter | 147 | 27 | 106 | 10 | 100 | 11 | 80 |
| 3rd quarter | 160 | 28 | 137 | 11 | 135 | 14 | 86 |
| 4th quarter | 134 | 18 | 90 | 10 | 93 | 9 | 68 |
| 1969 1st quarter | 148 | 14 | 63 | 9 | 86 | 8 | 64 |
| 2nd quarter | 168 | 23 | 113 | 12 | 108 | 12 | 82 |
| 3rd quarter | 172 | 25 | 137 | 13 | 139 | 16 | 92 |
| 4th quarter | 148 | 23 | 93 | 11 | 99 | 11 | 70 |

## WEDNESDAY, MARCH 18

### The Roskill Committee

Mr. Roberts was asked if he would now widen the terms of reference of the Roskill Committee to enable them to carry out a thorough national air traffic study, with particular reference to the consequences of removing outgoing charter and inclusive tour traffic from the existing airports at Heathrow and Gatwick. He replied: 'No Sir. The proportion of charter and inclusive tour services using Heathrow is very small. The Commission have not asked us to widen their terms of reference, nor do I see any reason for doing so.'

### Turnhouse Airport

Asked when the second instrument landing system was installed at Turnhouse Airport; when it was intended to come into service; when it is now expected to be operational; and what was the reason for the continuing delays in this matter Mr. Roberts said the equipment for the second Instrument Landing System at Turnhouse Airport was installed in September 1969 with the object of bringing it into operation as soon thereafter as was safely practicable. It was now being adapted to the local terrain conditions in the light of flight test calibrations carried out so far, and some works services remained to be completed. The system was expected to be in operational use by the end of June.

### Upper Clyde Shipbuilders

In answer to a request for a statement on the reasons for dismissing 3,000 men from Upper Clyde Shipbuilders over the next few months, Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, said: 'I understand that redundancies in this company will result from the completion of certain sophisticated ships and the reorganization of work for building the simple ships on which it is now concentrating. This redundancy was in part foreseen last June when my rt. hon Friend informed the Select Committee on Scottish Affairs that there would be a redundancy of 2,600 by August this year.'

## THURSDAY, MARCH 19

### Municipal airports

Mr. Roy Mason, President of the Board of Trade, was asked for a statement about his plans to formulate a national or regional policy which would ensure that the interests of neighbouring communities were not harmed by the development of municipal airports. He said the interests of communities near airports are already protected by existing planning controls and Section 8 of the Civil Aviation Act 1968, which requires the provision of adequate facilities for consultation.

Answering another question, on the additional powers the Government plans to seek, or to make available to local planning authorities, so as to protect the interests of the public from the impact of a rapid increase in night flying from municipal airports, Mr. Mason replied: 'None. But as my right hon. Friend said in reply to a question by the hon. Member on February 27, the Aerodrome Owners Association has been asked to consider a co-ordinated approach to the problem of night jet flying.'

**ADVERTISEMENT INQUIRIES FOR THE JOURNAL**

*Inquiries concerning the insertion of advertisements in the* Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

# Parliamentary Answers

**Below is a selection of Parliamentary Answers of interest to trade and industry**

FRIDAY, MARCH 13

### Price of national newspapers

A Member asked the President why he purported to prevent increases in the price of the *Daily Telegraph* or any other national newspaper during the course of 1970 by any amount or amounts deemed by the respective proprietors to be appropriate, with or without prior notification to his department, without statutory authority to do so. Mr. Roy Mason, President of the Board of Trade, answered: 'The hon. Member is under a misapprehension in supposing that I purport to prevent increases in newspaper prices without statutory authority. Under the prices and incomes policy, voluntary arrangements for the prior consideration of proposed price increases exist between my Department and the managements of the *Daily Telegraph* and other national newspapers.'

### Imports of toys

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked to publish in the Official Report a list of all countries from which toys and their parts were imported in 1969, giving the value of the imports from each country. The following information was given:

| Main supplying countries | £'000 |
|---|---|
| Hong Kong | 8,032 |
| Canada | 198 |
| Irish Republic | 426 |
| Denmark | 570 |
| Western Germany | 461 |
| Eastern Germany | 149 |
| Netherlands | 122 |
| France | 126 |
| Italy | 370 |
| China | 195 |
| Japan | 1,353 |
| United States of America | 751 |
| Other countries* | 796 |
| Total | 13,549 |

*There were imports from 50 other countries to a value of under £100,000 in each case.

Stating that toy pianos finished with paint containing 21.03 per cent of lead compared with the permitted maximum of 0.05 per cent, imported from China, were on sale in shops in the London Borough of Brent, a Member asked if the importation of such goods, in view of their lethal danger to children, would be prohibited. Mrs. Dunwoody said the sale or possession for sales of toys coated with paint containing more than a specified maximum level of lead was prohibited under the Toys (Safety) Regulations of 1967 and any importer who offered such goods for sale was committing an offence under the Consumer Protection Act.

### Exports to India

A Member asked for the reasons of the decline in United Kingdom exports to India from £81.55 million worth in 1967 to £65.5 million in 1969; and to what extent it was estimated the decline was due to the Tripartite Agreement between India, the United Arab Republic and Yugoslavia. Mrs. Dunwoody said: 'Yes. I think this decline must be primarily attributed to India's shortage of free foreign exchange and need to use this for essential imports, particularly raw materials and foodstuffs which we do not supply. During our study of this problem, which included helpful discussions last year with the Indian Government, we have found no evidence that the Tripartite Agreement might be a contributory factor, though the position is being kept under review.'

### Estate agents in Scotland

Asked to introduce legislation to control the activities of estate agents in Scotland, the President said that while he agreed that in this field some measure of regulation in Great Britain was very desirable he could not say when it would be possible to introduce legislation.

MONDAY, MARCH 16

### Corton Beach (Holdings) Ltd.

A Member asked what action was proposed with regard to Corton Beach (Holdings) Ltd. in view of the suspension on March 6 by the London Stock Exchange of the quotation for the company's shares. Mrs. Dunwoody replied that after inquiries about a company with which Corton Beach (Holdings) Ltd. had dealings, the Board of Trade on March 5 invoked their investigatory powers under Section 109 of the Companies Act 1967 with regard to the latter company.

TUESDAY, MARCH 17

### Company's political contributions

'I do not think that it would be practicable to give shareholders the right to contract out,' said the President when ask if he would introduce legislation to give shareholders the right to contract out from participating in the financial support given by companies to political and charitable organizations if they so wished.

### Crowther Inquiry into credit control

'We expect to receive the Crowther Committee's report within the next six months,' Mrs. Dunwoody told a Member who asked when the Report of the Crowther Inquiry into credit control was expected; and if interim action would be taken to lessen the impact of selective forms of credit control such as hire-purchase restrictions. 'It would be premature to ease hire purchase controls at this stage.'

### Exports of cars

Mrs. Dunwoody gave the following information to a Member who asked how many cars were exported to South American countries in 1966, 1967, 1968 and 1969. 1966, 6,459; 1967, 6,221; 1968, 7,655; 1969, 11,679.

### Banks Committee on Patent Law

A Member asked how many meetings of the Banks Committees on patent law had been held; and when the Report was expected. Mrs. Dunwoody said: 'The Committee has held 49 meetings. As I told the hon. Member for Warwick and Leamington on February 17, the report is expected early in May.'

### Local Employment Acts

Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, was asked what was the total amount of assistance offered under the Local Employment Acts in the financial year 1968-69 to service projects; and if he would break down this sum into England, Scotland and Wales, respectively.

| | |
|---|---|
| England . . . | £3,381,475 |
| Wales . . . . | £1,323,071 |
| Scotland . . . | £3,434,764 |
| | £8,139,310 |

### British National Export Council

Answering a question on the annual cost to the Board of Trade of the British National Export Council, Mrs. Dunwoody said that in the current financial year, the grant in aid to the BNEC was £950,000. In addition the missions scheme administered by BNEC on behalf of the Board of Trade would cost £550,000.

A further question concerned the amount of public money made available to the BNEC during 1969; how many overseas trade missions were assisted by the Council; and what was the estimated appropriate value of exports resulting from these visits. Mrs. Dunwoody said that in the current financial year, the grant in aid to the BNEC was £950,000. Additionally, the missions scheme administered by BNEC on behalf of the Board of Trade would cost £550,000. So far during this period BNEC had given assistance to 215 outward trade missions. It was not possible to estimate the value of exports resulting from these missions.

### United Kingdom South African Trade Association

A Member asked what savings were achieved as a result of approving the sharing of offices and administrative expenses between the South African Committee of the BNEC and the United Kingdom South African Trade Association, and if the grant payable to the BNEC would be reduced until the Council ceased to share offices with the United Kingdom South African Trade Association, in view of the Zambian Government's concern regarding these matters. Mrs. Dunwoody said: 'Until very recently, the British National Export Council and the United Kingdom South African Trade Association occupied adjacent rooms and there was a certain amount of administrative co-operation.

'The Council does not and never has, actually shared accommodation with UKSATA.'

Replying to a further question, if, in the light of the Zambian Government's representations about the political activities of the United Kingdom South African Trade Association, made on January 14, 1970, an official investigation into the affairs of the latter body would be ordered. Mrs. Dunwoody said: 'I am not aware of any grounds for inquiry into the affairs of the Association, at present.'

Another question was put on representations made to the Board of Trade by the Zambian High Commission relating to the actions in Great Britain of representatives of the South African Government and the United Kingdom South African Trade Association. Mrs. Dunwoody replied: 'None, but I understand that the Zambian High Commission made representations on this subject to the Chairman of Barclays Bank DCO.'

### Arms sales to South Africa

Asked if, in the light of the political and public relations activities of the United Kingdom South African Trade Association, the President would strengthen his department's surveillance of the embargo on arms sales to South Africa, Mrs. Dunwoody said she was satisfied that the existing arrangements, which were operated in conjunction with the other

interested Departments, were fully effective in ensuring compliance with the Government's declared policy on the embargo on arms exports to South Africa.

TUESDAY, MARCH 17

**Selective Employment Tax Amendment**

The Bill to provide for Selective Employment Tax Amendment was presented and read the first time.

**Britain and EEC**

Lord Brown, Minister of State, Board of Trade, spoke during the two-day debate on Britain and the European Communities in the House of Lords.

WEDNESDAY, MARCH 18

**Preferences for developing countries**

Mrs. Dunwoody was asked whether HM Government proposed to support the American policy on a generalized non-regional scheme of preferences for developing countries at the forthcoming United Nations Conference on Trade and Development special committee scheduled to convene on March 31, or whether the Common Market scheme for preferences limited by quotas would enjoy British support. She answered that the underlying issue was whether or not the various proposed preferential arrangements could be made to conform to a single pattern. This issue was still under discussion in the OECD. 'The eventual form of the arrangements we shall introduce depends upon the outcome of these discussions,' added Mrs. Dunwoody.

**Imports of live cattle**

A Member who asked how many live cattle were imported from countries other than Southern Ireland in the 12 months to the last convenient date; and the comparable figures for sheep, pigs and goats, was told by Mrs. Dunwoody: 'From February 1969 to January 1970: cattle 406, sheep and goats 1, pigs 91.'

**Industrial development**

Mr. Carmichael answered inquiries about industrial development in Crawley and in Scotland.

THURSDAY, MARCH 19

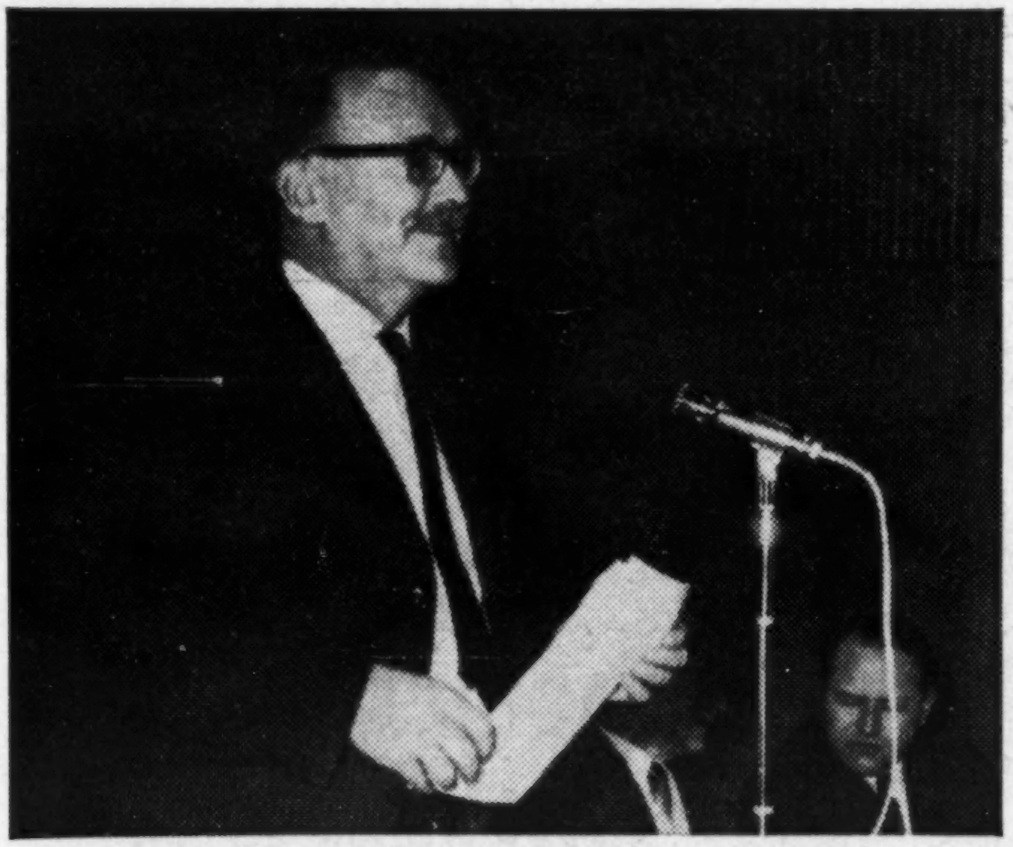
**Industrial development certificates**

Mr. Carmichael gave the following information to a Member who asked for the number of industrial development certificates issued in each of the last 12 months, respectively.

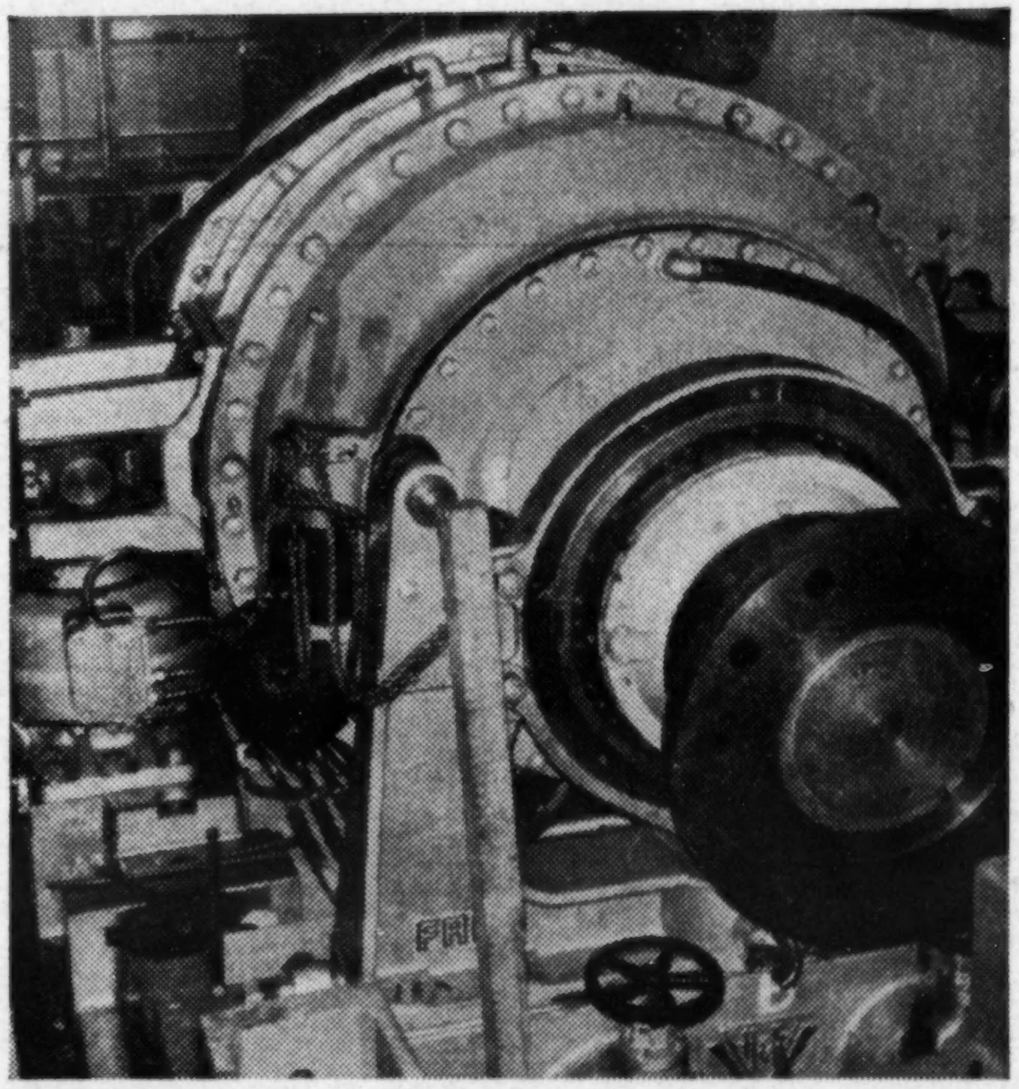
**Industrial development certificates approved from March 1, 1969 to February 28, 1970 in Great Britain.**

| Month | Number | Month | Number |
|---|---|---|---|
| March | 522 | September | 351 |
| April | 437 | October | 369 |
| May | 426 | November | 394 |
| June | 412 | December | 340 |
| July | 472 | January | 386 |
| August | 355 | February | 400 |

## TRADE WITH EASTERN EUROPE



*Mr. John Cooper, director of East-European business for Shell International Petroleum Company, delivering his opening address at Shell's recent five-day symposium at the Technical House in Budapest. Almost 2,000 Hungarian specialists attended and 17 technical papers were presented on industrial lubricants, thermoplastics and chemicals for agriculture and public health. The symposium was staged by the Hungarian Federation of Scientific and Technical Societies (MTESz), with official sponsorship by nine individual member societies, to mark 10 years of close co-operation between Shell and their Hungarian agents Interag RT. The week culminated in a reception for 300 guests. Among those present were the British Chargé d'Affaires.*



*Redman Heenan Froude Ltd., of Worcester, are to supply a special dynamometer to H. Cegielski, Poznan, in a contract valued at £65,000. The dynamometer which will be used to test high-powered slow-speed marine diesel engines, is inherently reversible, and will achieve 30,000 bhp from 112 to 350 rpm. It is one of a range of dynamometers produced by Redman Heenan Froude for measuring the power developed by marine engines of all types and sizes up to 60,000 bhp.*

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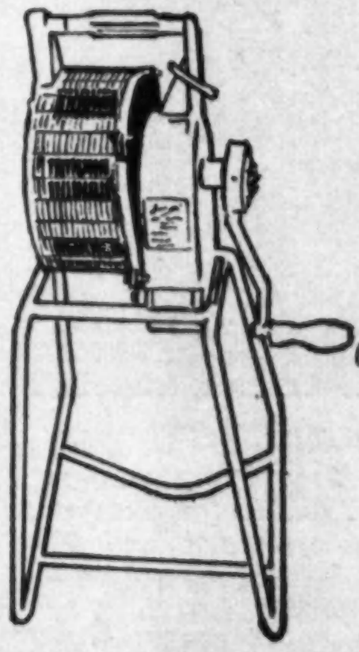
## VISITS TO DIESEL ENGINE FACTORY

*Six members of the International Centre of Advanced Technical and Vocational Training, Turin, on a recent visit to the Perkins Engines Group at Peterborough. During a five-hour visit, the party saw diesel engine production from start to finish. From left to right are: Mr. R. L. Amor, Perkins guide; Mr. J. Indome, senior road transport officer, Ghana Broadcasting Corporation; Mr. Abdul Samad Walid, chief of operations, Government General Petroleum Establishment, Syria; Mr. Ibulaim Kamunvi Kibirige, workshop superintendent, Uganda Electricity Board; Mr. Zakaria Kanaan, service manager, Government Agricultural Department, Lebanon; Mr. Konstantine Kouloumbris, maintenance engineer, Hellenic Mining Co., Cyprus; and Mr. Desmond Chaves, maintenance engineer, Demerera Bauxite Co., Guyana.*

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# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1970 | Stores | Location | Auctioneers |
|---|---|---|---|
| April 2 | Miscellaneous stores, vehicles | Cavalry Barracks, Butt Road, Colchester | Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 0206 73171.) |

Landrovers; Fordson 2-ton ET6 and 500-E vans; Bedford SP pumps and fire tenders; Coventry Climax fork lift trucks; 15 kVA diesel-engined generators; Morris Commercial vans; Thames operations and signals vans; Morris Commercial Minibus; Austin Gipsys; Austin K2 2-ton vans; Austin A40 Countryman cars; machine tools; miscellaneous scientific instruments; tentage; scrap metals; wrist watches; hydraulic trolley jacks; CLOTHING: battledress trousers and blouses; shirts; shorts; jerseys; denim blouses; berets; greatcoats; socks and stockings; raincoats; blue battle dress trousers and blouses; TEXTILES: web packs; mattresses; tentage; nylon, cotton, tricel and PVC cloth in various lengths; mixed rags, etc.; furniture and kitchenware; large assortment of miscellaneous general stores.

| | | | |
|---|---|---|---|
| April 7-8 | Miscellaneous stores | Regional Depot, RAOC, Hereford | Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 0432 4366.) |

Austin Gipsys; Landrovers; fork lift trucks; pallet transport trucks; industrial tractors; Meadows and other generators; charging sets; machine tools; rangefinders; AR88 receiving; sets switchboards; battery chargers; welding outfits; generator test benches; rectifiers; tyres; electric cable; manila and wire rope; electric lamps and bulbs; extending ladders; sirens and wailers; aircraft fuel pumps; helicopter equipment; sodium thiosulphate; small tools; fire extinguishers; metal pallets; aircraft and other cameras; exposure meters; films; levels; theodolites; clasp knives; avometers; binoculars; watches; FURNITURE: four-drawer filing cabinets; metal and wooden wardrobes; sideboards; fold flat and other chairs; CLOTHING: battledress; cold weather and other trousers; raincoats; greatcoats and other clothing; TEXTILES: webbing belts; scrap canvas; white and coloured blankets; rags and webbing; aircraft, wireless, MT signal and electrical spares; also large collection of miscellaneous stores.

| | | | |
|---|---|---|---|
| April 15 | Miscellaneous stores | TA & VR Centre, Meadowforth Road, Stirling | Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.) |

Aircraft equipment and spares; industrial, electrical, electronic and engineering plant; machine tools; vehicle spares; a few vehicles; clothing, textiles and footwear including trousers; blouses; kilts; greatcoats; raincoats; raincoat linings; combat clothing; boots and shoes, etc.; surgical dressings; wire, sisal and manila rope; trailer-mounted generators; binoculars; photographic equipment; electronic test equipment; scrap metals, etc.

**Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).**

**SALE BY TENDER**

**MACHINE TOOLS**

Bench and pillar drills; grinders; capstan, turret and centre lathes; threading, rolling, woodworking machines, etc. Located at Branston, Staffs. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1 V 6HE. Tenders must be returned by 10 a.m. April 21, 1970.

## MINISTRY OF PUBLIC BUILDING AND WORKS

| 1970 | Description of Goods | Location | Auctioneers |
|---|---|---|---|
| April 7 | Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc. | Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. | Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.) |

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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# New Books

**Regional Industrial Development in Central America,** by David E. Ramsett. (150 pages. Published by Praeger. Distributed by Pall Mall Press. £6 5s.) In 1958 the member countries of the Central American Common Market drew up the Integration Industries Treaty, by which certain industries requiring access to the whole Central American Market in order to operate under reasonably economic and competitive conditions are able, under the Integration Industries Scheme, to receive special benefits and protection. The main object of this book is to provide a detailed analysis of the scheme, comprising a historical survey of its operations, an examination of its objectives, the incentive measures and regulatory aspects associated with it, and the reasons for its initial lack of success. Other schemes concerned with regional industrial growth in Central America are also briefly described. An appendix provides, as a case study of the effects of an enlarged market under the Integration Industries Scheme, an account of the experience of Gran Industria de Neumáticos Centro-Americanos (GINSA) in operating a tyre and tube plant in Guatemala. This volume is published in the series of *Praeger Special Studies in International Economics and Development.*

**The Middle East; a Social Geography,** by Stephen H. Longrigg. 2nd edition incorporating new material by James Jankowski. (291 pages. Duckworth. £2 5s.) The first edition of Brigadier Longrigg's book appeared in 1963; and for this second edition it has been revised throughout by Professor Jankowski of the University of Colorado – though the requirement that the book and indeed each individual chapter, should be kept to exactly the same length has limited the amount of rewriting that could be done. The first five chapters provide a general introduction to the region and its history, peoples and languages as a whole; and these are followed by short accounts of the individual countries. Finally there are discussions of the ways of private and public life, with emphasis on the vast changes of recent decades; the development of industry and agriculture; and, of course, of the region's oil resources and their exploitation.

**Cameroon as a Market for Manufactured Products from Developing Countries.** (128 pages. UNCTAD/GATT International Trade Centre, Palais des Nations, 1211 Geneva 10, Switzerland. $3.) **Malaysia as a Market for Manufactured Products from Developing Countries.** (109 pages. UNCTAD/GATT International Trade Centre, Palais des Nations, 1211 Geneva 10, Switzerland. $3.) These are the latest in a series of surveys on markets for manufactured products from developing countries issued by the International Trade Centre. These reports may be regarded as practical guides for the new exporter. They set out to answer questions which confront a new exporter, such as questions relating to the size of the particular market, the type of competition, and import regulations. Market information on selected products is also included. In general these reports will be of great value to British exporters.

**Organizational Development:** Case Studies in the Printing Industry, by Philip Sadler and Bernard Barry. (235 pages. Longmans. £2 10s.) Almost every present-day management is forced to deal with problems which arise simultaneously from the rapid change and evolution of internal industrial patterns and from far-reaching technological advances. By making a close study of the problems of one particular industry it is possible to distinguish important trends and factors which may be applied to all relatively small manufacturing enterprises. The detailed analysis of the printing industry's problems contained in this book is therefore of considerable importance to industrial sociologists and practising managers who are in no way connected with this particular industry – which was chosen for study as it best exemplifies the difficulties of small companies in their urgent need to adjust to rapidly changing conditions. In addition to presenting an analysis of the general situation, the authors have outlined methods by which a wide variety of managements may develop more effective systems of organization and control, and achieve the higher standards of managerial skill necessary for solving the range of problems encountered from day to day.

The subject of productivity bargaining is of constant interest. **Productivity Bargaining: a Practical Guide,** by R. K. Fleeman and A. G. Thompson. (104 pages. Butterworths. £1 12s.), is a practical guide to constructing productivity bargains. It examines the process involved in initiating a productivity bargain and traces its development step by step. Among the issues it considers are communication, cost and wages structure, maximum productivity, and the use of computers in productivity bargaining. Examples of productivity agreement proposals and an example of a formal communications structure are included in the appendices. It is designed for directors, senior executives and managers in industry, trade union officials and students of management.

**Export – Import Correspondence in Four Languages,** by H. E. Horten. (316 pages. Gower Press. £4.) The correct use of foreign languages in export business correspondence is very important and this handy volume has been compiled for use by companies of every size and in every industry. It is in two parts. Part 1 is a four-way parallel text which provides basic correspondence in English, French, German and Spanish, with the emphasis on familiar and practical terms, phrases and sentences. Part 2 is a four-language glossary of nearly 1,000 export-import terms, re-set four times to permit alphabetical listing in each language in turn.

## Other Publications

AGRICULTURE IN BRITAIN. Central Office of Information. *Central Office of Information Reference Pamphlet* 43. 51 pages. Available from HMSO at 5s. 6d.; by post 6s.

CARGO CONTAINERS: THEIR STOWAGE, HANDLING AND MOVEMENT, by Herman D. Tabak. 386 pages. Published by Cornell Maritime Press, Inc., Cambridge, Maryland. Distributed by Fetter and Simons, Norfolk House, 28 Norfolk Street, London WC2. £4 13s. 6d.

THE COSTS OF ACCIDENTS: A LEGAL AND ECONOMIC ANALYSIS, by Guido Calabresi. 340 pages. Yale University Press. £4 10s.

ECONOMICS OF INTERNATIONAL TRADE, by Richard I. Leighton. 284 pages. McGraw-Hill. £4 6s.

EFFICIENCY IN DOMESTIC AND INTERNATIONAL MONEY SUPPLY, by Harry G. Johnson. *International Economics Number* 3. 16 pages. University of Surrey, Sub-Department of International Economics, 14 Falcon Road, London SW11. 4s. 6d.

EXCISE TAXATION OF MONOPOLY, by N. Shilling. *Columbia Studies in Economics* 3. 254 pages. Columbia University Press. £4 10s.

THE FAR EAST AND AUSTRALASIA 1970. A Survey and Directory of Asia and the Pacific. 1368 pages. Europa Publications. £8.

THE HARRIED LEISURE CLASS, by Staffan Burenstam Linder. 182 pages. Columbia University Press. £3 3s.

IMPROVEMENT GRANTS: THE NATURE AND LOCATION OF DEMAND, 1968. 13 pages. Available from Building Statistical Services, Division of O. W. Roskill & Co. (Reports) Ltd., 17 Great College Street, London SW1.

THE MARKETING MODE: PATHWAYS TO CORPORATE GROWTH, by Theodore Levitt. 354 pages. McGraw-Hill. £4 6s.


# Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:
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HMSO

Statistics

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

| | Gross Domestic Product (expenditure estimates) | Index of Industrial Production | Consumers' Income and Expenditure | | | | Fixed Capital Expenditure | | | | | Increase in Stocks | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Total | Selected Components | | | | Total | Selected Components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesales | Retailers |
| | at 1963 prices | | Personal disposable income | Total consumers' expenditure | | Retail sales | | | | | | | | | |
| | | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index £m. in base year | 1963 26,826 | 1963 | 1963 21,757 | 1963 20,125 | 1963 20,125 | 1966 11,372 | 1963 4,916 | 1963 1,055 | 1963 1,020 | 1963 944 | 1963 1,752 | Series in £ million | | | |
| 1964 | 105 | 108 | 107 | 107 | 103 | .. | 116 | 113 | 119 | 124 | 113 | 642 | 411 | 91 | 50 |
| 1965 | 108 | 112 | 115 | 114 | 105 | .. | 121 | 124 | 118 | 127 | 117 | 400 | 262 | 49 | 50 |
| 1966 | 110 | 113 | 122 | 120 | 107 | 100 | 124 | 128 | 114 | 128 | 125 | 241 | 147 | 19 | 6 |
| 1967 | 112 | 114 | 126 | 126 | 110 | 101 | 133 | 124 | 120 | 138 | 143 | 169 | –39 | 10 | 11 |
| 1968 | 115 | 120 | 135 | 134 | 112 | 104 | 138 | 128 | 141 | 146 | 143 | 160 | –47 | 81 | 95 |
| 1969 | | 123 | | | | 103 | | 135 p | 144 p | | | | 206 p | –21 p | 37 |
| 1968 | | | | | | | | | | | | | | | |
| 1st quarter | 115 | 118 | 133 | 134 | 114 | 105 | 137 | 120 | 135 | 146 | 147 | –74 | –100 | 8 | 49 |
| 2nd quarter | 113 | 119 | 133 | 131 | 109 | 102 | 135 | 120 | 133 | 149 | 144 | 61 | 24 | 23 | 1 |
| 3rd quarter | 115 | 120 | 135 | 135 | 112 | 103 | 137 | 128 | 140 | 145 | 139 | 40 | 7 | 12 | 5 |
| 4th quarter | 118 | 122 | 138 | 138 | 113 | 104 | 144 | 144 | 155 | 144 | 141 | 133 | 23 | 39 | 40 |
| 1969 | | | | | | | | | | | | | | | |
| 1st quarter | 115 | 122 | 140 | 138 | 111 | 102 | 131 | 121 | 135 | 138 | 136 | 117 | 103 | –14 | 13 |
| 2nd quarter | 115 | 123r | 139 | 141 | 112 | 104 | 133 | 135 | 142 | 131 | 130 | 52 | 32 | –6 | –3 |
| 3rd quarter | 117 | 123r | 141 | 143 | 113 | 103 | 137 | 142 | 151 | 133 | 132 | –19 | –24 | –9 | –1 |
| 4th quarter | | 124r | | | | 103 | | 144 p | 148 p | | | | 95 p | 8 p | 28 |
| 1969 | | | | | | | | | | | | | | | |
| September | | 122 | | | | 103 | | | | | | | | | |
| October | | 122r | | | | 103 | | | | | | | | | |
| November | | 125r | | | | 104 | | | | | | | | | |
| December | | 124 | | | | 103 | | | | | | | | | |
| 1970 | | | | | | | | | | | | | | | |
| January | | 123 p | | | | 103 | | | | | | | | | |

| | Orders | | Prices and Costs | | | | | Labour | | | Trade | | Balance of Payments current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand (end period) | Textiles and clothing industries: orders on hand (end period) | Retail price Index | | Wholesale price index: non-food manufacturing | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vancancies for adults | Civil employment | Imports | Exports‡ | |
| | at 1963 prices | at 1958 prices | Index† | % increase on year earlier | Basic materials and fuel used† | Manufactured products home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| Base of index £m. in base year | Dec. 1963 | Apr. 1959 | 16 Jan. 1962 | | 1963 | 1963 | 31 Jan. 1956 | Series in thousands | | | 1963 4,983 | 1963 4,365 | series in £ million |
| 1964 | 119 | 124 | 107·0 | 3·3 | 103·9 | 101·9 | 148·6 | 361 | 221 | 24,566 | 114 | 105 | –393 |
| 1965 | 123 | 121 | 112·1 | 4·8 | 106·8 | 104·6 | 157·9 | 309 | 265 | 24,785 | 115 | 112 | – 81 |
| 1966 | 118 | 105 | 116·5 | 3·9 | 110·2 | 107·3 | 168·5 | 325 | 254 | 24,834 | 119 | 120 | 40 |
| 1967 | 108 | 114 | 119·4 | 2·5 | 108·4 | 108·2 | 175·3 | 515 | 175 | 24,476 | 129 | 120 | –322 |
| 1968 | 108 | 129 | 125·0 | 4·7 | 120·5 | 112·4 | 187·3 | 543 | 189 | 24,319 | 159 | 147 | –309 |
| 1969 | 117 p | 124 p | 131·8 | 5·4 | 125·0 | 115·9 | 197·4 | 538 | 200 | | 167 | 168 | 366 |
| 1968 | | | | | | | | | | | | | |
| 1st quarter | 107 | 117 | 122·1 | 3·0 | 122·9 | 111·4 | 184·8 | 511 | 184 | 24,362 | 158 | 143 | –113 |
| 2nd quarter | 104 | 125 | 125·0 | 4·5 | 119·5 | 112·5 | 185·8 | 550 | 180 | 24,313 | 158 | 139 | –109 |
| 3rd quarter | 104 | 129 | 125·7 | 5·6 | 119·3 | 112·8 | 187·7 | 580 | 182 | 24,293 | 161 | 151 | – 15 |
| 4th quarter | 108 | 129 | 127·2 | 5·6 | 120·4 | 113·1 | 191·0 | 533 | 210 | 24,309 | 160 | 156 | – 72 |
| 1969 | | | | | | | | | | | | | |
| 1st quarter | 111 | 134 | 129·7 | 6·2 | 122·3 | 114·1 | 196·7 | 499 | 206 | 24,324 | 163 | 155 | 23 |
| 2nd quarter | 119 | 131 | 131·8 | 5·4 | 124·2 | 115·1 | 195·6 | 527 | 195 | | 169 | 164 | 68 |
| 3rd quarter | 116 | 131 | 132·0 | 5·0 | 126·1 | 116·5 | 197·8 | 581 | 192 | | 168 | 175 | 135 |
| 4th quarter | 117 p | 124 p | 133·7 | 5·1 | 127·3 | 118·0 | 201·5 | 545 | 207 | | 169 | 178 | 140 |
| 1970 | | | | | | | | | | | | | |
| 1st quarter | | | | | | | | 526 r | 200 p | | | | |
| 1969 | | | | | | | | | | | | | |
| September | 116 | 131 | 132·2 | 5·1 | 126·4 | 117·0 | 198·8 | 580 | 199 | | 166 | 178 | |
| October | 116 p | 129 p | 133·2 | 5·4 | 125·9 | 117·5 | 199·0 | 555 | 202 | | 171 | 178 | |
| November | 117 p | 124 p | 133·5 | 5·4 | 127·5 | 117·9 | 200·7 | 536 | 206 | | 168 | 179 | |
| December | 117 p | 124 p | 134·4 | 4·7 | 128·4 | 118·6 | 204·9 | 545 | 214 | | 170 | 177 | |
| 1970 | | | | | | | | | | | | | |
| January | 120 p | 126 p | 135·5 | 5·0 | 128·8 p | 119·3 | 206·1 | 530 | 206 | | 167 r | 182 | |
| February | | | 136·2 | 4·9 | 129·7 p | 119·7 p | 208·8 | 512 | 202 | | 172 p | 174 p | |
| March | | | | | | | | 536p | 192p | | | | |

† Not seasonally adjusted. ‡ Including re-exports

# General assessment of the economic situation

*(From the Treasury's monthly article on the economic situation to be published in the March issue of* Economic Trends *(Note : Unless otherwise stated, this report is based on seasonally adjusted data).*

NATIONAL INCOME and expenditure estimates for the fourth quarter of 1969 are not yet available, but the expansion of total output is likely to have been maintained at least at the rate achieved in the two preceding quarters. In conjunction with the information on exports and consumers' expenditure already available, the preliminary estimates of industrial investment and stockbuilding point to a substantial rise in the expenditure estimate of GNP between the third and fourth quarters of 1969. The corresponding output estimate of GNP is likely to exhibit a much slower rate of growth but the small rise recorded in the index of industrial production indicates some recovery from the fall in the output estimate in the third quarter.

There was a substantial rise in industrial and distributive stocks in the fourth quarter of 1969, together with a continuation of the upward trend in manufacturing investment. Some of the rise in stocks, of which the major part occurred in manufacturing industry, may be explained by compensatory adjustments for the fall in the preceding quarter; these adjustments may partly reflect only the timing of recorded expenditure rather than swings between quarters in the underlying rate of stockbuilding. Manufacturing investment in the second and third quarters of 1969 was about 12 per cent above the level for the corresponding period of 1968, but the increase in the fourth quarter as compared with a year earlier was somewhat lower.† Capital expenditure by the distributive and service industries (excluding shipping) showed a small fall in the fourth quarter of 1969, but revised figures suggest a significant rise in the second half of 1969 as compared with a year earlier; the shipping industry's capital expenditure showed no growth in the final quarter of 1969.

As regards the prospects for manufacturing investment, the February CBI Survey of Industrial Trends reported a sharp fall in the balance of firms expecting to authorize more capital expenditure on plant and machinery in the next 12 months than in the previous 12 months. These results suggest a less favourable outcome than the most recent official intentions inquiry conducted in November-December, but it would be premature to conclude that there has been a significant worsening in investment prospects. Net new home engineering orders, another advance indicator of investment, recovered strongly in the fourth quarter of 1969.

As yet there are few indicators of consumer spending in the first quarter. The volume of retail sales in January remained at the level of December and of the average for the last nine months of 1969, but the January trading period this year began a week later than in 1969 and missed part of the winter sales (it has not been possible to allow for this in the seasonal adjustment). The level of hire purchase business, which had recovered in the fourth quarter, showed no further increase in January. New car registrations in that month were somewhat below the average for the previous quarter, but in February, despite a fall in hire purchase contracts for new cars, there are indications of some improvement in new car registrations, perhaps assisted by purchases in anticipation of price increases.

In the opening months of this year, the strength of sterling has been a feature of the exchange markets, and there was a continued inflow of funds into London. A lower Bank Rate was judged to be consistent with present policies of monetary restraint, and on March 5 Bank Rate was reduced to 7½ per cent from the level of 8 per cent which had prevailed for just over a year. The reduction in Bank Rate, which had been largely discounted in advance, coincided with increases in discount rates in West Germany and in Italy.

Wages and prices have continued to rise in recent months. The monthly index of average earnings in the fourth quarter of 1969 was 8½ per cent above the level of a year earlier. Earlier indications of a high rate of wage drift were confirmed by the rise in earnings over the previous 12 months shown by the October inquiry as compared with the corresponding movements in wage rates. Since the autumn, a higher rate of nationally negotiated wage settlements has been apparent. The size of settlements becoming effective for manual workers‡ in December and January averaged 7½-8 per cent (or somewhat less at an annual rate); this figure was heavily influenced by the implementation of the second stage of the engineering agreement. As to prices, the wholesale price index for home sales of manufactured products (excluding food, drink, and tobacco)‡ has risen rather faster in recent months; in January, it was nearly 3 per cent higher than six months earlier and about 4½ per cent higher than a year ago. The general index of retail prices‡ in January was 5 per cent above the level of a year earlier.

In the labour market, there may have been some easing in the underlying pressure of demand between November and February. Although Northern Ireland remains the region with much the highest unemployment rate, the most significant change in the regional pattern of unemployment in the United Kingdom over the past year has been the recent improvement in the Northern Ireland position. Between February 1969 and February of this year, the unemployment rate in Northern Ireland fell from 6·6 per cent to 5·8 per cent – the ratio of the rate of wholly unemployed in Northern Ireland to the corresponding rate in Great Britain fell from 3·2 to 2·6. In the other regions of high unemployment there were no major changes relative to Great Britain: on present methods of seasonal adjustment, there was a slight improvement in the Northern Region and in Wales over the same period whereas the relative position of Scotland was unchanged.

The provisional figures available for 1969 covering deliveries and orders in the mechanical, instrument and electrical engineering industries show a general increase over 1968. Total deliveries increased by 6 per cent, mainly because of an increase of 14 per cent in export deliveries during the year. Exports also led the way in net new orders with an increase of one fifth over the 1968 level, and export orders on hand at the end of the year were 18 per cent higher than in December 1968. With the smaller increase in orders from the home market, home orders on hand were 4 per cent above the level of December 1968. The provisional monthly figures for the last quarter of 1969 suggested that home net new orders were showing a stronger upward movement than export orders, and that both home and export deliveries remained on a rising trend.

In the construction industry there was a fall of about 3 per cent in the output of new work in 1969 as compared with 1968. Although private industrial work remained buoyant, there was a decline in new housing output, particularly in the private sector. The fall in housing output was accompanied by a drop in new orders for both public and private housing in 1969. In the private housing sector, starts were still falling in the fourth quarter of 1969 and the decline continued in January, but there are indications that the fall in completions may have come to an end. Net receipts of building societies were at a high level in the last quarter of 1969 and again in January, and some improvements in the underlying level of new commitments to advances was evident in December and January. After the low proportion of commitments in respect of new dwellings during the fourth quarter, there was a significant upturn in January. These factors should be reflected in the private sector completion rate in coming months, but it is still too soon to expect any major recovery in starts. In the public sector, new orders for housing rose in the fourth quarter of 1969, but this may have reflected bunching of approvals.

With the publication of the balance of payments for the fourth quarter of 1969, the extent of the improvement in our external position during 1969 has now become clear: there was a surplus in 1969 of £387 million in the combined current and long-term capital accounts, compared with a deficit of £398 million in 1968; in the trade balance alone, there was a favourable swing of £485 million. In the fourth quarter of 1969, the basic balance was in surplus by £140 million with a current account surplus of the same amount. Following the exceptional inflow of the preceding quarter, the long-term capital account was in balance in the final quarter of 1969.

†After allowance for the effect of the change in investment grant rates at end – 1968.
‡Not seasonally adjusted.

In the three months December-February, the visible trade balance remained in surplus, and the current account of the balance of payments in substantial surplus. Exports were 1 per cent higher than in the preceding three months, while imports rose by about 2 per cent, partly as a result of a further rise in commodity prices. In February exports were £634 million f.o.b.; imports were £710 million (c.i.f., excluding United States military aircraft); and the visible trade balance (excluding United States military aircraft) was in deficit by £5 million. The surplus on invisibles is estimated to have been running recently at about £40 million a month.

The United Kingdom index of export unit values (not seasonally adjusted) rose in the final quarter of 1969, after having been steady since the beginning of the year. The sharpest rise was shown by unit values of metal manufactures, but the increases were widely spread. The index of import unit values (not seasonally adjusted) registered a further substantial increase in the fourth quarter, which was particularly marked in the case of non-ferrous metals. The terms of trade, as measured by the percentage which the export unit value index bears to the import unit value index, were stable in the four months to December, after worsening by 3 per cent between January and September.

## Final results of the Census of Distribution 1966—corrections

THE FOLLOWING AMENDMENTS should be made in the text of the article on the Census of Distribution, 1966, published in the *Board of Trade Journal* of March 18.

**Page 747.** The last paragraph should begin 'When figures for 1966 are compared. . . .'

**Page 748.** The first paragraph, third line should read '. . . multiples show a rise over this period of 11 per cent'.

**Page 749.** Table 4 heading the years should read 1957, 1961, 1966.

## General index of retail prices for February

THE DEPARTMENT of Employment and Productivity announce that at February 17, 1970 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 136.2 compared with 135.5 at January 20. The rise in the index during the month was due to rises in the average levels of prices of many goods and services, including tomatoes and other fresh vegetables whose prices vary seasonally.


## BRITISH-AMERICAN TOBACCO COMPANY LIMITED

BAT

REPORT 1969

| PROFIT SUMMARY | 1969 £ millions | 1968 £ millions |
|---|---|---|
| Group Turnover ... ... ... | 1,467.1 | 1,304.8 |
| Group Profit before Taxation ... | 135.5 | 127.1 |
| Group Profit after Taxation ... | 72.9 | 71.4 |
| B.A.T.'s Interest therein ... ... | 62.5 | 63.2 |
| Retained by Subsidiaries ... ... | 31.1 | 31.5 |
| Balance dealt with by B.A.T. ... | 31.4 | 31.7 |
| Dividends (Ordinary 4/6d.—1968 4/3¾d.— gross per Stock unit) | 27.3 | 26.2 |
| GROUP NET ASSETS | 576.1 | 540.9 |

*If you would like a copy of the Report and Accounts for 1969 and a copy of Mr. D. R. N. Clarke's speech at the Annual General Meeting held on 19th March, 1970, please write to The Secretary at 7 Millbank, London, S.W.1.*

*Extracts from Mr. D. R. N. Clarke's speech at the Annual General Meeting:*

The continued buoyancy of our tobacco business was mainly responsible for the satisfactory increase of some £8½ million in Group profit before taxation. It was disappointing that this was more than offset by a higher tax bill and larger minority interests in profits so that BAT stockholders' interest in profits after tax fell by £700,000.

Over the last twenty years, during which no equity capital was raised, Group profit before taxation increased from £31 million to £135 million, while Group net assets increased from £125 million to £576 million and Ordinary dividends increased from £3.4 million to £15.7 million net of income tax.

Perfumery and cosmetics comprise our biggest single interest other than tobacco. I have better news than last year, when I told you changes in the distribution systems and organisation of the companies in the United States would cause losses. This phase is now over and Yardley of London Inc. has consolidated its position. The performance since acquisition of Germaine Monteil and its two subsidiaries Scandia and Tuvaché, whose main business is in the United States, has been well up to our expectations. We can expect a moderate profit from our world-wide cosmetics interests this year.

The Group's tobacco business continues to grow. Total cigarette sales for the first five months of the current year were some 5% higher than for the same period of the previous year.

In the absence of major unforeseen factors it is reasonable to expect Group results for the year to 30th September next to be rather better than for the previous year, which should permit a further increase in the total equity dividends for the year.

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# United Kingdom trade in February

## SUMMARY

THE VISIBLE TRADE BALANCE in February, seasonally adjusted and excluding United States military aircraft, was in deficit by £5 million. In the three months December-February there was a surplus averaging £13 million a month, the same as in September-November.‖

**Table 1A. United Kingdom Trade**

Seasonally adjusted values — £ million per month

| | Exports f.o.b.§ | Imports c.i.f. | | Visible trade balance†§ |
|---|---|---|---|---|
| | | Total | Excl. US military aircraft, etc. | |
| 1968 | 536 | 658 | 646 | - 55 |
| 1969 | 611 | 694 | 678 | - 12 |
| 1968 1st quarter | 521 | 648 | 641 | - 57 |
| 2nd quarter | 506 | 642 | 634 | - 74 |
| 3rd quarter | 550 | 667 | 654 | - 48 |
| 4th quarter | 567 | 676 | 655 | - 42 |
| 1969 1st quarter | 565 | 677 | 660 | - 43 |
| 2nd quarter | 596 | 700 | 678 | - 30 |
| 3rd quarter | 637 | 696 | 680 | +13 |
| 4th quarter | 648 | 701 | 693 | +13 |
| September | 648 | 690 | 683 | +28 |
| October | 646 | 702 | 689 | +13 |
| November | 651 | 697 | 689 | +20 |
| December | 645 | 705 | 702 | + 5 |
| 1970 January | 663 r | 693 r | 692 r | +38 r |
| February p | 634 | 713 | 710 | —5 p |
| 1969 September-November | 649 | 696 | 687 | +21 |
| December-February 1970 p | 647 | 704 | 701 | +13 |

† Excluding transactions relating to US military aircraft financed by Exim bank credit. (See Note 2 (b)).

§ For figures after allowing for special influences affecting the recording of exports see Note 2 (d).

**TABLE 1B. Three monthly averages‡**

Seasonally adjusted values — £ million per month

| | | | | |
|---|---|---|---|---|
| 1969 March | 565 | 677 | 660 | - 43 |
| April | 561 | 684 | 668 | - 58 |
| May | 577 | 687 | 668 | - 40 |
| June | 596 | 700 | 678 | - 30 |
| July | 607 | 706 | 682 | - 22 |
| August | 629 | 705 | 686 | - 3 |
| September | 637 | 696 | 680 | +13 |
| October | 652 | 694 | 681 | +28 |
| November | 649 | 696 | 687 | +21 |
| December | 648 | 701 | 693 | +13 |
| 1970 January | 653 | 698 | 694 | +21 |
| February | 647 | 704 | 701 | +13 |

‡ Average of month shown and two preceding months. (See Note 2 (c)).

### xports and Imports

Exports were £634 million f.o.b. seasonally adjusted in February. Imports in February were £710 million c.i.f., seasonally adjusted and excluding United States military aircraft.

In the three months December-February, exports averaged £647 million a month, an increase of 1 per cent on the September-November average of £640 million.‖ Imports averaged £701 million a month in December-February, an increase of 2 per cent on the average of £687 million a month in September-November.

### Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running recently at about £40 million a month.

### Brief Assessment

The three month comparisons show some continued rise in exports, though less fast than during the second half of last year. The value of imports has continued to increase, owing in part to a further rise in commodity prices; the volume of imports has also increased slightly. Taking the last three months together the visible trade balance remains in surplus and the current account of the balance of payments in substantial surplus.

‖ These comparisons are drawn after allowing for special influences, which affected the recording of exports in the earlier period and have since been negligible. See Note 2 (d).

## EXPORTS

Exports in February were £634 million f.o.b., seasonally adjusted. No allowance is needed in February for special factors affecting the recording of exports (see Note 2 (d)). It is possible that the February figure may be rather below the current trend, just as the January figure of £663 million (revised) seems to have been erratically high.

**Table 1C.**

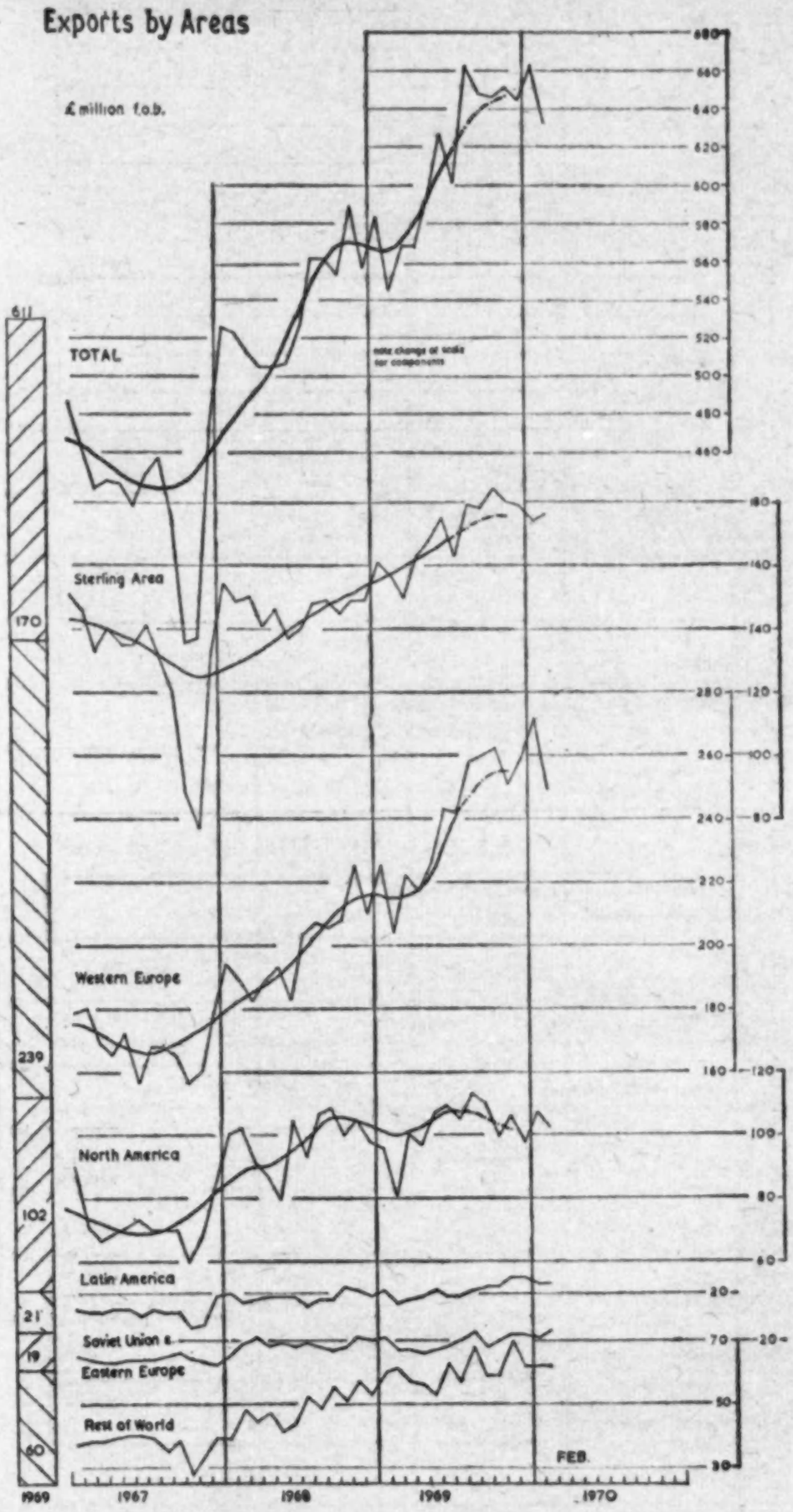
Recorded values — £ million per month

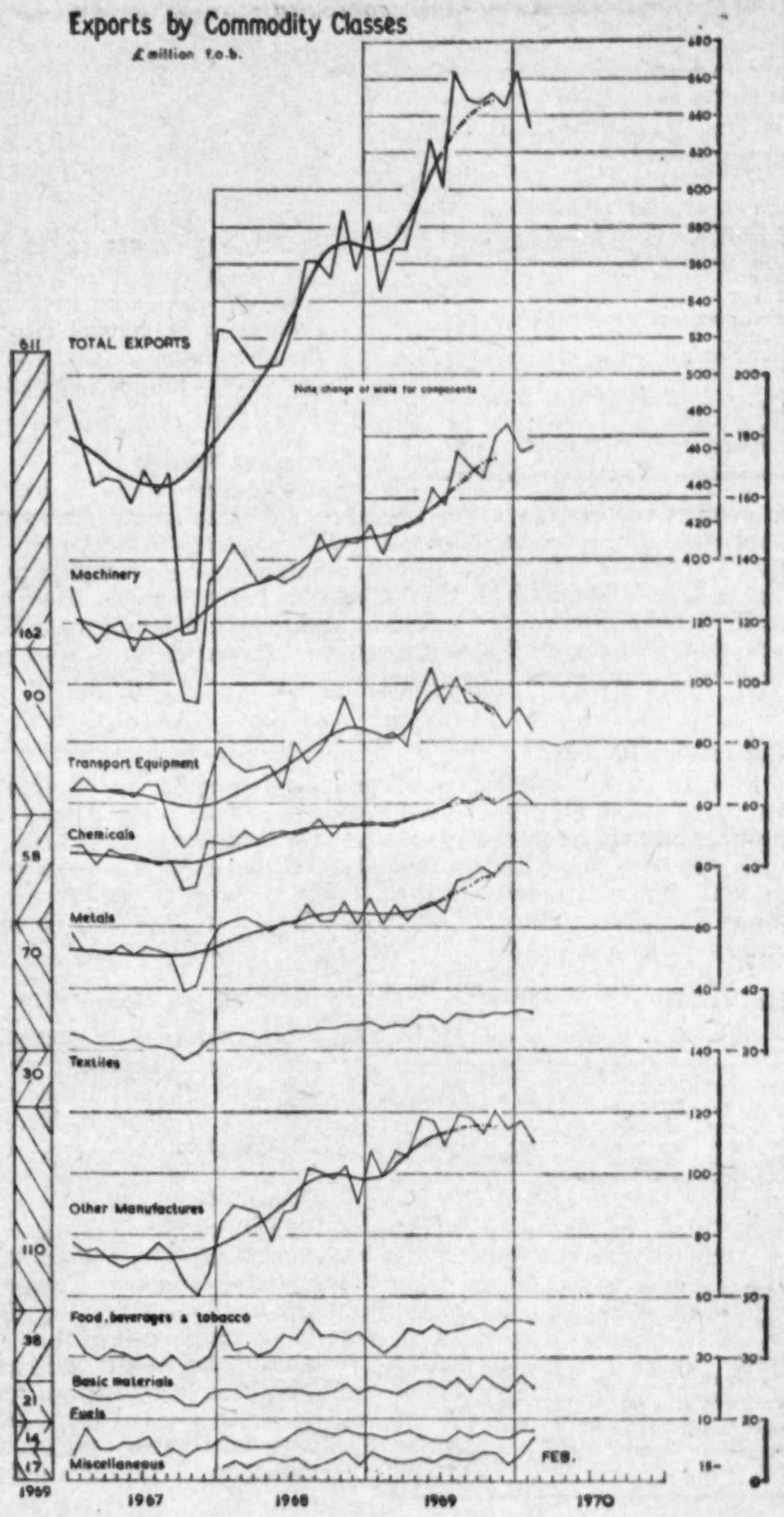
| | Exports f.o.b. | Imports c.i.f. | |
|---|---|---|---|
| | | Total | Excl. US military aircraft, etc. |
| 1968 1st quarter | 522·3 | 665·1 | 658·6 |
| 2nd quarter | 522·3 | 646·1 | 637·6 |
| 3rd quarter | 524·3 | 649·3 | 636·9 |
| 4th quarter | 575·7 | 672·0 | 650·8 |
| 1969 1st quarter | 555·5 | 687·2 | 670·9 |
| 2nd quarter | 618·8 | 706·0 | 684·1 |
| 3rd quarter | 611·3 | 676·7 | 661·2 |
| 4th quarter | 660·3 | 704·6 r | 696·3 r |
| December | 658·9 | 708·8 | 705·6 |
| 1970 January | 638·4 r | 742·6 r | 741·3 r |
| February p | 618·7 | 677·6 | 674·7 |

**Table 2. Exports: Areas** *(See Chart on opposite page)*

Seasonally adjusted — £ million f.o.b. per month

| | Total | Sterling Area | Western Europe | | | North America | Latin America | Soviet Union & Eastern Europe | Rest of World |
|---|---|---|---|---|---|---|---|---|---|
| | | | Total | EEC | EFTA | | | | |
| 1969 | 611 | 170 | 239 | 127 | 90 | 102 | 21 | 19 | 60 |
| 1st quarter | 565 | 158 | 217 | 116 | 82 | 93 | 19 | 19 | 59 |
| 2nd quarter | 596 | 169 | 229 | 121 | 87 | 104 | 20 | 17 | 57 |
| 3rd quarter | 637 | 173 | 253 | 133 | 95 | 109 | 20 | 20 | 61 |
| 4th quarter | 648 | 181 | 257 | 138 | 96 | 102 | 24 | 21 | 64 |
| December | 645 | 179 | 259 | 143 | 95 | 98 | 25 | 22 | 62 |
| 1970 January | 663 | 174 | 271 | 145 | 104 | 107 | 23 | 21 | 62 |
| February p | 634 | 176 | 249 | 133 | 100 | 102 | 23 | 23 | 63 |
| 1969 Sept.-Nov. | 649 | 180 | 258 | 137 | 96 | 105 | 23 | 20 | 63 |
| Dec.-Feb. 1970 p | 647 | 176 | 260 | 140 | 100 | 103 | 24 | 22 | 62 |




## Table 3. Exports: Commodity classes

Seasonally adjusted values

£ million f.o.b. per month

| | Total | Food, beverages and tobacco | Basic materials | Fuels | Manufactures | | | | | | | | | Miscellaneous |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | Machinery and transport equipment | | | | | | | | |
| | | | | | Total | Total | Machinery | Road motor vehicles | Other transport equipment | Chemicals | Metals & misc. metal manufactures | Textiles | Other manufactures | |
| 1969 | 611 | 38 | 21 | 14 | 521 | 253 | 162 | 66 | 24 | 58 | 70 | 30 | 110 | 17 |
| 1st quarter | 565 | 33 | 19 | 15 | 482 | 228 | 148 | 62 | 22 | 53 | 66 | 28 | 104 | 17 |
| 2nd quarter | 596 | 39 | 21 | 14 | 505 | 249 | 156 | 66 | 26 | 56 | 65 | 30 | 107 | 16 |
| 3rd quarter | 637 | 39 | 21 | 14 | 546 | 268 | 168 | 70 | 25 | 60 | 72 | 31 | 115 | 17 |
| 4th quarter | 648 | 41 | 21 | 15 | 552 | 266 | 177 | 66 | 24 | 62 | 79 | 32 | 115 | 18 |
| December | 645 | 42 | 19 | 14 | 553 | 268 | 184 | 65 | 20 | 62 | 81 | 32 | 114 | 16 |
| 1970 January | 663 | 42 | 24 | 16 | 560 | 264 | 175 | 68 | 23 | 64 | 81 | 33 | 117 | 19 |
| February p | 634 | 41 | 20 | 16 | 535 | 256 | 177 | 67 | 18 | 60 | 79 | 32 | 110 | 24 |
| 1969 September-November | 649 | 40 | 21 | 14 | 553 | 267 | 173 | 69 | 24 | 61 | 77 | 32 | 117 | 18 |
| December-February 1970 p | 647 | 42 | 21 | 15 | 550 | 263 | 179 | 67 | 20 | 62 | 80 | 32 | 114 | 20 |

*(Continued on next page)*

## UNITED KINDOM TRADE, *continued*

**EXPORTS f.o.b.**

Seasonally adjusted (£m. a month)

| | Month | Three-month average |
|---|---|---|
| 1969 | | |
| June | 626 | 596 |
| July | 602 | 607 |
| August | 661 | 629 |
| September | 648 | 637 |
| October | 646 | 652 |
| November | 651 | 649 |
| December | 645 | 648 |
| 1970 | | |
| January | 663 | 653 |
| February | 634 | 647 |

### General Comment

Following the rapid rate of increase achieved during the second half of last year, exports have continued to grow although at a more moderate rate. In the three months December to February they averaged £647 million a month compared with £640 million in September-November (see Note 2 (d)); the increase between the two periods was 1 per cent.

### Market Pattern

There was some further rise in exports to Western Europe between the three months December-February and September-November, with increases to both EEC and EFTA countries. There were also moderate increases in exports to the Soviet Union and Eastern Europe and to Latin America. Deliveries to the United States and Canada however, were a little lower. There was also a moderate fall in exports to the sterling area, mostly in shipments to the developing countries.

### Commodity Pattern

Most of the increase between September-November and December-February was in exports of machinery and metals, both of which rise by 4 per cent. There were also some smaller increases among chemicals, fuels, food and miscellaneous manufactures, but exports of road motor vehicles were a little lower and there was a sharp fall in deliveries of 'other transport equipment,' which includes the erratic entries for ships and aircraft, with a particularly low figure in February.

## IMPORTS

Imports in February were £710 million c.i.f. (seasonally adjusted and excluding United States military aircraft); the total inclusive of these aircraft was £713 million.

**IMPORTS c.i.f. excluding US military aircraft, etc.**

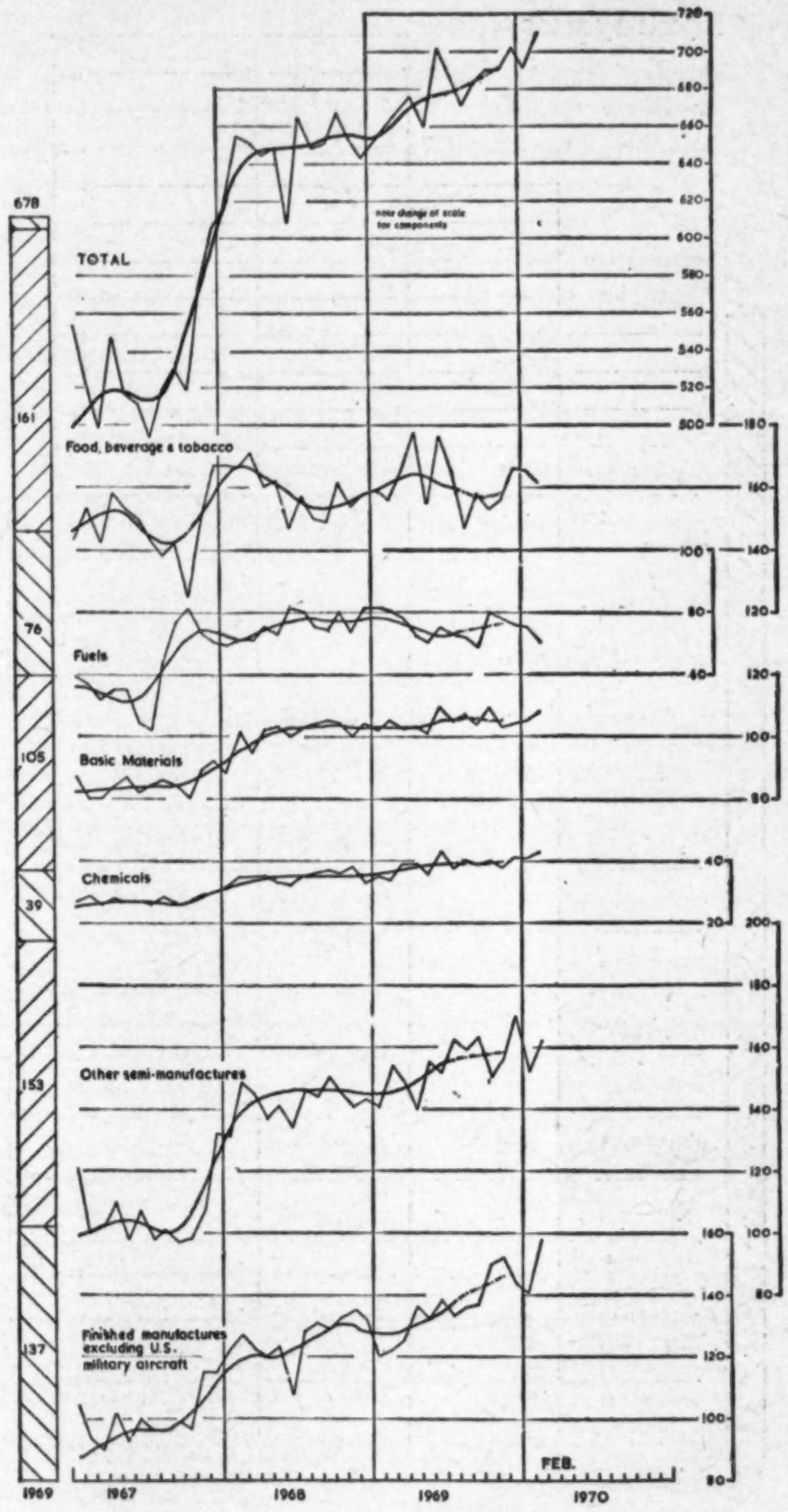
Seasonally adjusted (£m. a month)

| | Month | Three-month average |
|---|---|---|
| 1969 | | |
| June | 701 | 678 |
| July | 687 | 682 |
| August | 671 | 686 |
| September | 683 | 680 |
| October | 689 | 681 |
| November | 689 | 687 |
| December | 702 | 693 |
| 1970 | | |
| January | 692 | 694 |
| February | 710 | 701 |

### General Comment

In December-February imports (excluding United States military aircraft) averaged £701 million a month, about 2 per cent more than the average of £687 million a month in the previous three months. The increase partly reflected higher prices. but the volume also rose a little.

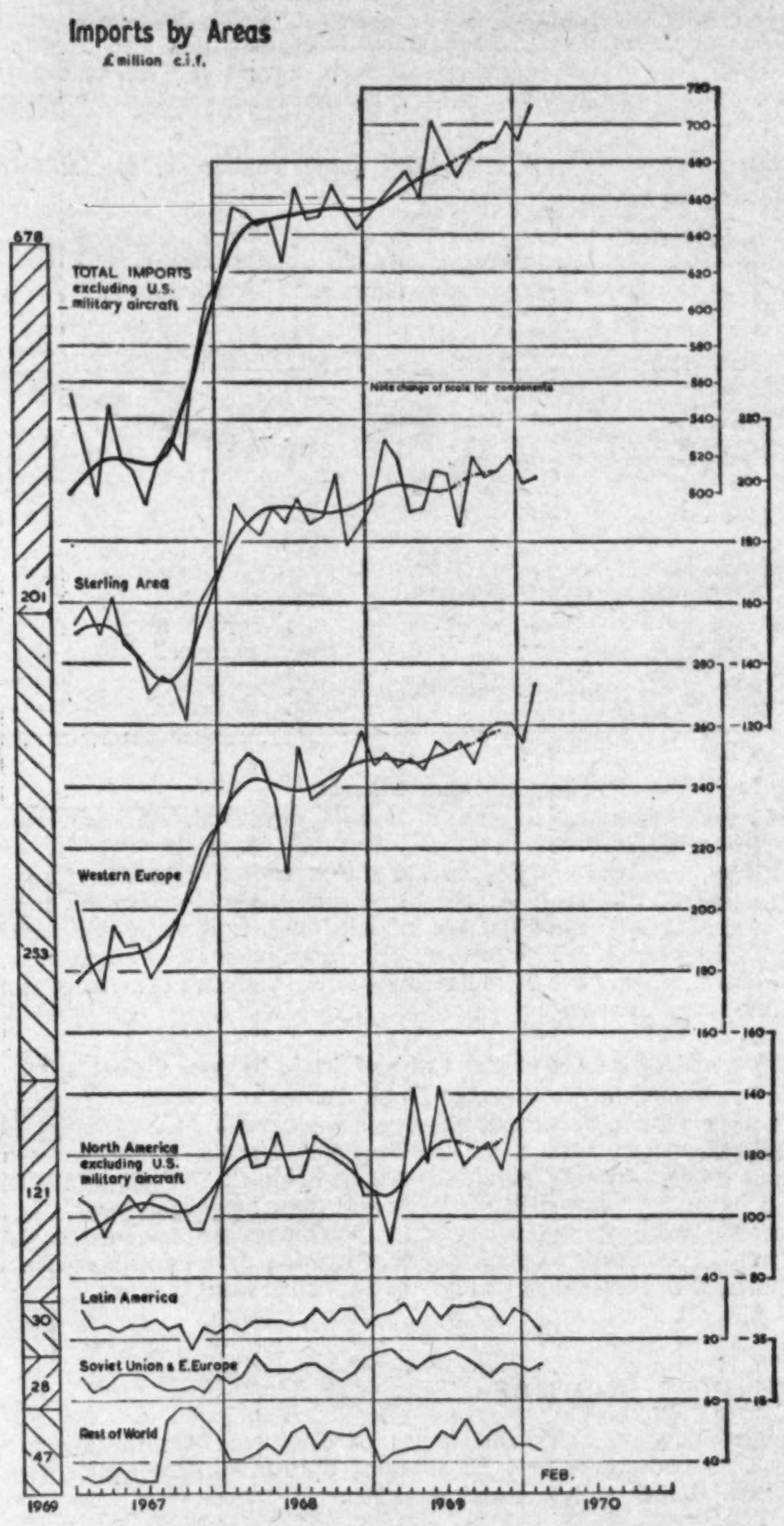
r Imports by Commodity Classes




### Table 4. Imports: Commodity classes

Seasonally adjusted values £ million c.i.f. per month

| | Total | Total excluding US military aircraft, etc. | Food, beverages and tobacco | Fuels | Industrial materials | | | | Finished manufactures | | Miscellaneous |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Basic materials | Chemicals | Other semi-manufactures | Total | Excluding US military aircraft, etc. | |
| 1969 | 694 | 678 | 161 | 76 | 296 | 105 | 39 | 153 | 153 | 137 | 7 |
| 1st quarter | 677 | 660 | 161 | 80 | 287 | 103 | 36 | 147 | 142 | 125 | 8 |
| 2nd quarter | 700 | 678 | 169 | 73 | 291 | 104 | 40 | 148 | 160 | 138 | 8 |
| 3rd quarter | 696 | 680 | 157 | 72 | 304 | 106 | 39 | 160 | 153 | 138 | 7 |
| 4th quarter | 701 | 693 | 158 | 78 | 303 | 105 | 40 | 158 | 156 | 148 | 7 |
| December | 705 | 702 | 166 | 76 | 315 | 104 | 41 | 170 | 147 | 144 | 6 |
| 1970 January | 693 | 692 | 165 | 75 | 298 | 105 | 41 | 152 | 142 | 141 | 7 |
| February p | 713 | 710 | 161 | 70 | 314 | 108 | 43 | 162 | 161 | 158 | 9 |
| 1969 September-November | 696 | 687 | 156 | 76 | 300 | 105 | 39 | 156 | 156 | 147 | 8 |
| December-February 1970 p | 704 | 701 | 164 | 74 | 309 | 106 | 42 | 161 | 150 | 148 | 7 |




### Commodity pattern

The rise in imports in December-February compared with the previous three months was largely in semi-manufactures and in food; there was also a small increase in imports of finished manufactures. Against this, imports of fuels eased back. The increases in semi- and finished manufactures probably owed something to the change in the rate of import deposits in early December and to the Kennedy Round tariff reductions at the beginning of January. The February total included a sharp increase, to £12 million, compared with an average monthly rate of some £3 million, in imports of new ships, arrivals of which vary widely from month to month.

### Sources of imports

In December-February imports from Canada rose sharply and there were moderate increases from both Western and Eastern Europe. Arrivals from other sources decreased.

### Import deposits

It is announced by HM Customs that gross receipts of import deposits in February amounted to £83 million; repayments were £78 million.

### Other factors in the trade balance

The net adjustment to the seasonally adjusted figures to derive the visible trade balance (see Note 2 (a)) amounted to a credit of £71 million in February. The increase from the January figure partly reflected a lower debit for ships built and delivered abroad to United Kingdom owners.

VISIBLE TRADE BALANCE

Seasonally adjusted (£m a month)

| | Month | Three-month average |
|---|---|---|
| 1969 | | |
| June | - 22 | - 30 |
| July | - 33 | - 22 |
| August | +44 | - 3 |
| September | +28 | +13 |
| October | +13 | +28 |
| November | +20 | +21 |
| December | + 5 | +13 |
| 1970 | | |
| January | +38 | +21 |
| February | - 5 | +13 |

## VISIBLE TRADE BALANCE

There was a deficit on visible trade in February of £5 million, seasonally adjusted and excluding United States military aircraft.

In the three months ended February, there was a surplus of £13 million a month, the same as in the preceding three months (see Note 2 (d)).

## CURRENT ACCOUNT

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at about £40 million a month, close to the level in the second half of last year.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month in the second half of 1969 but were Nil in February. The payments have been made largely out of corresponding loans from the Export Import bank which are included as a credit in the capital account of the balance of payments.

### Table 5. Imports: Areas

Seasonally adjusted values

£ million c.i.f. per month

| | Total | Total excluding US military aircraft, etc. | Sterling Area | Western Europe | North America | | Latin America | Soviet Union and Eastern Europe | Rest of World |
|---|---|---|---|---|---|---|---|---|---|
| | | | | | Total | Excluding US military aircraft, etc. | | | |
| 1969 | 694 | 678 | 201 | 253 | 136 | 121 | 30 | 28 | 47 |
| 1st quarter | 677 | 660 | 204 | 249 | 122 | 104 | 30 | 30 | 42 |
| 2nd quarter | 700 | 678 | 193 | 250 | 155 | 133 | 29 | 27 | 46 |
| 3rd quarter | 696 | 680 | 201 | 251 | 138 | 122 | 31 | 28 | 49 |
| 4th quarter | 701 | 693 | 204 | 260 | 131 | 124 | 29 | 25 | 49 |
| December | 705 | 702 | 209 | 261 | 134 | 131 | 30 | 26 | 46 |
| 1970 January | 693 | 692 | 199 | 255 | 136 | 135 | 28 | 25 | 46 |
| February p | 713 | 710 | 201 | 274 | 143 | 140 | 23 | 27 | 44 |
| 1969 September-November | 696 | 687 | 205 | 256 | 129 | 120 | 29 | 25 | 49 |
| December-February 1970 p | 704 | 701 | 203 | 263 | 138 | 135 | 27 | 26 | 45 |

*(Continued on next page)*

UNITED KINGDOM TRADE, *continued*

## NOTES

1. Detailed particulars of United Kingdom imports and exports will be published on March 26† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for April, due to be published on or about April 27.

### 2. (a) Visible Trade Balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports (including re-exports) (f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Statistics. Some are adjustments to the valuation. the principal of which is the deduction from the import figure in the Trade Statistics of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). In 1969 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

### (b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends.'

### (c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasona influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1 B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

### (d) Special factors affecting the recording of exports

As stated earlier in this article, the net effect of special factors affecting the recording of exports in February was negligible, as it was in the previous three months.

The special factors arose from the action taken by HM Customs to improve the documentation of exports following the identification of net under-recording.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording from a rate estimated at £12 million a month in the second quarter to a level from October onwards which can be disregarded. A direct measure of this under-recording is expected to be possible as the results of the checks on current documentation by HM Customs become available but because of delays in obtaining replies from traders they are not yet sufficiently complete to permit an assessment.

Secondly, during the third quarter some documents were lodged belatedly from earlier periods which had already been taken into account in the estimates of under-recording for earlier months and should not be counted twice. Thirdly, some documents have been submitted more promptly; this speeding up in documentation which while in progress adds to the normal flow of documents, is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments. There was evidence of such speeding up in the months up to October but no indication of any further movement since then. Somewhat fuller accounts of the special factors is given in the articles for December and preceding months.

The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance. The combined net effect is shown in the table below.

**Adjustments to exports and visible trade balance for special factors affecting the recording of exports**

Seasonally adjusted — £ million per month

| | Net influence of special factors | Exports f.o.b. | | Visible Trade Balance | |
|---|---|---|---|---|---|
| | | Before adjustment | After adjustment | Before adjustment | After adjustment |
| 1969 | + 4 | 611 | 615 | - 12 | - 8 |
| 1st quarter | +12 | 565 | 577 | - 43 | - 31 |
| 2nd quarter | +12 | 596 | 608 | - 30 | - 18 |
| 3rd quarter | - 6 | 637 | 631 | +13 | + 7 |
| 4th quarter | - 3 | 648 | 645 | +13 | +10 |
| September | - 15 | 648 | 633 | +28 | +13 |
| October | - 10 | 646 | 636 | +13 | + 3 |
| November | — | 652 | 652 | +20 | +20 |
| December | — | 645 | 645 | + 5 | + 5 |
| 1970 January | — | 663 | 663 | +38 | +38 |
| February | — | 634 | 634 | - 5 | - 5 |
| 1969 Sept.-Nov. | - 8 | 649 | 640 | +21 | +13 |
| Dec.-Feb. 1970 | — | 647 | 647 | +13 | +13 |

### (e) Inclusion of re-exports with exports

As already announced (see, for example, the *Board of Trade Journal* of November 26, 1969, p. 1458) a new combined list of commodity headings has been introduced for the recording of trade from the beginning of this year. At the same time, re-exports are no longer separately distinguished but are included with exports. Export figures for earlier periods shown in this notice have been amended to include re-exports, which have of course always been included in arriving at the visible trade balance.

### (f) Revised estimates of the value of trade by parcel post

As explained in the *Board of Trade Journal* of February 11, p. 375, following a periodic sample inquiry, revised values for exported and imported parcels have been used in compiling the trade figures for January 1970 onwards. Revisions are also being made on a graduated basis to the figures for 1966 to 1969 and these have been incorporated in the figures shown in this notice. In 1969 the revisions add a little over £3 million a month to exports and not quite £1 million a month to imports, with consequent changes in the visible trade balance.

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## LETTERS TO THE EDITOR

*Editorial communications should be addressed to the Editor*, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

† Statistics relating to the Overseas Trade of the United Kingdom, February 1970, HMSO, price 30s. Annual subscription £19 4s.

‡ Report on Overseas Trade, published by HMSO, price 6s. Annual subscription £3 6s.

# Index of industrial production for January 1970

THE PROVISIONAL index of production for January 1970, prepared by the Central Statistical Office, is 123 (seasonally adjusted). For manufacturing industry alone the figure is 125.

For the three months November 1969-January 1970, it is provisionally estimated that production as a whole was 1.4 per cent higher than in the preceding three months, August-October 1969; for manufacturing industries alone the increase was 0.7 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted

1963 = 100

| | Total all industries | Mining and quarrying | Manufacturing industries | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Food, drink and tobacco | | | | Coal and petroleum products | Chemicals and allied industries | Engineering and allied industries | | | | | | | | |
| | | | | Total | Food | Drink and tobacco | | | Total | Mechanical engineering | Instrument engineering | Electrical engineering | Shipbuilding and marine engineering | Vehicles and aircraft | Metal goods, n.e.s. |
| Weights | 1,000 | 56 | 749 | 84 | 55 | 29 | 7 | 64 | 313 | 90 | 10 | 68 | 15 | 81 | 49 |
| 1965 | 111·7 | 96 | 112·4 | 105 | 103 | 109 | 115 | 117 | 113 | 115 | 120 | 109 | 95 | 114 | 117 |
| 1966 | 113·2 | 90 | 114·2 | 109 | 107 | 112 | 122 | 123 | 116 | 123 | 122 | 121 | 93 | 112 | 110 |
| 1967 | 113·9 | 89 | 114·2 | 111 | 109 r | 115 | 116 | 130 | 116 | 123 | 123 | 129 | 90 | 106 | 105 |
| 1968 | 119·8 | 85 | 121·4 r | 116 r | 112 | 122 | 126 | 140 | 122 | 125 | 135 | 137 | 87 | 117 | 113 |
| 1969 | 122·9 r | 80 | 125·5 r | 119 r | 116 r | 125 | 139 | 149 | 127 | 131 p | 148 p | 145 p | 85 | 118 | 120 r |
| 1967 4th quarter | 116 | 88 | 117 | 111 | 109 | 115 | 116 | 134 | 118 | 122 | 127 | 132 | 87 | 111 | 109 |
| 1968 1st quarter | 118 | 87 | 118 | 114 | 111 | 120 | 116 | 136 | 119 | 123 | 135 | 135 | 87 | 110 | 111 |
| 2nd quarter | 119 | 85 | 120 | 112 | 109 | 118 | 126 | 138 | 121 | 125 | 132 | 140 | 88 | 112 | 114 |
| 3rd quarter | 120 | 84 | 122 | 117 | 113 | 124 | 133 | 141 | 124 | 126 | 137 | 138 | 87 | 121 | 114 |
| 4th quarter | 122 | 84 | 124 | 117 | 113 | 124 | 131 | 145 | 126 | 129 | 135 | 137 | 85 | 124 | 115 |
| 1969 1st quarter | 122 | 81 | 124 | 115 | 114 r | 117 | 140 | 144 | 124 r | 127 r | 146 r | 142 r | 85 | 113 | 121 |
| 2nd quarter | 123 r | 80 | 126 | 118 | 115 r | 125 | 137 r | 148 | 127 r | 132 r | 151 r | 142 | 86 | 120 | 120 |
| 3rd quarter | 123 r | 80 | 126 r | 119 r | 114 r | 128 | 140 r | 150 | 129 r | 132 r | 151 r | 149 r | 85 | 122 r | 117 |
| 4th quarter | 124 r | 76 | 127 r | 122 r | 119 r | 129 r | 141 r | 153 | 128 r | 133 | 145 | 147 | 86 | 118 r | 119 r |
| 1969 August | 123 | 79 | 126 | 122 r | 116 r | 133 | 144 r | 154 | 127 r | 131 p | 151 p | 149 p | 85 | 119 r | 113 |
| September | 122 | 80 | 125 r | 116 | 111 r | 127 | 137 | 145 | 132 r | 134 p | 148 p | 156 p | 85 | 122 r | 119 |
| October | 122 r | 69 | 126 r | 123 r | 118 r | 130 | 140 | 156 | 126 r | 130 p | 152 p | 151 p | 86 | 111 | 115 r |
| November | 125 r | 80 | 128 r | 123 r | 119 r | 129 | 142 r | 150 r | 131 | 136 p | 149 p | 149 p | 86 | 123 | 124 |
| December | 124 | 81 | 127 r | 122 r | 119 r | 127 r | 139 r | 152 | 127 r | 133 p | 135 p | 140 p | 86 | 120 r | 119 r |
| 1970 January p | 123 | 79 | 125 | 121 | 118 | 128 | 147 | 150 | 124 | | | | 85 | 112 | 115 |
| August-October (av.) | 122 | 76 | 126 | 120 | 115 | 130 | 140 | 152 | 128 | 132 † | 151 † | 149 † | 85 | 117 | 116 |
| November-January (av.) p | 124 | 80 | 127 | 122 | 118 | 128 | 143 | 151 | 127 | 133 † | 145 † | 147 † | 86 | 118 | 119 |

| | Manufacturing industries (continued) | | | | | | | | | | | | | Construction | Gas, electricity and water |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Metal manufacture | | | Textiles, leather and clothing | | | | Brick, pottery, glass, etc. | | | Timber, furniture, etc. | Paper, printing and publishing | Other manufacturing industries | | |
| | Total | Ferrous | Non-ferrous | Total | Textiles | Leather, leather goods and fur | Clothing and footwear | Total | Bricks, cement, etc. | Pottery and glass | | | | | |
| Weights | 60 | 46 | 14 | 88 | 56 | 4 | 27 | 29 | 19 | 10 | 21 | 59 | 25 | 127 | 68 |
| 1965 | 118 | 120 | 113 | 108 | 108 | 104 | 107 | 117 | 121 | 110 | 113 | 111 | 117 | 114 | 112 |
| 1966 | 111 | 112 | 108 | 107 | 108 | 102 | 106 | 116 | 118 | 112 | 110 | 115 | 120 | 115 | 117 |
| 1967 | 105 | 105 | 104 | 103 | 105 | 90 | 101 | 120 | 124 | 112 | 111 | 114 | 123 | 119 r | 121 |
| 1968 | 111 | 111 | 111 r | 113 | 119 | 93 | 104 | 127 | 130 | 122 | 118 | 118 | 135 | 122 | 128 |
| 1969 | 114 | 116 | 109 | 115 | 123 | 94 | 103 | 128 | 128 | 129 | 111 | 123 | 143 | 119 | 136 r |
| 1967 4th quarter | 106 | 106 | 105 | 107 | 110 | 90 | 102 | 122 | 128 | 111 | 115 | 119 | 128 | 120 | 125 |
| 1968 1st quarter | 106 | 107 | 104 | 110 | 115 | 91 | 104 | 126 | 130 | 119 | 122 | 118 | 130 | 121 | 130 |
| 2nd quarter | 109 | 110 | 108 | 112 | 118 | 94 | 103 | 127 | 130 | 122 | 115 | 117 | 133 | 123 | 125 |
| 3rd quarter | 112 | 112 | 110 | 114 | 121 | 94 | 104 | 126 | 129 | 120 | 119 | 118 | 137 | 122 | 128 |
| 4th quarter | 115 | 115 | 112 | 116 | 123 | 95 | 104 | 130 | 132 | 127 | 119 | 120 | 140 | 123 | 129 |
| 1969 1st quarter | 114 | 115 | 112 | 115 | 122 | 97 | 104 | 128 | 126 | 132 | 113 | 122 | 135 | 118 r | 143 |
| 2nd quarter | 117 | 118 | 115 | 118 | 127 | 95 | 103 | 130 | 129 | 131 | 105 | 122 | 143 | 122 | 133 |
| 3rd quarter | 111 | 112 | 108 | 114 | 122 | 93 | 103 | 126 | 126 | 126 | 110 | 124 | 146 | 118 r | 131 r |
| 4th quarter | 115 r | 119 r | 101 r | 115 | 123 | 91 | 102 | 129 r | 129 r | 130 r | 113 | 125 | 146 | 118 | 137 r |
| 1969 August | 111 | 110 | 114 | 115 | 121 | 98 | 106 | 124 | 125 | 122 | 112 | 125 | 149 | | 128 r |
| September | 110 | 114 | 96 | 116 | 125 | 87 | 102 | 124 | 120 | 131 r | 111 | 123 | 142 | | 132 r |
| October | 111 r | 114 r | 101 r | 115 | 122 | 93 | 104 | 130 | 129 r | 131 r | 116 | 125 | 147 | | 130 |
| November | 115 r | 118 r | 106 | 116 | 125 | 91 | 102 | 130 | 131 r | 127 r | 118 | 124 | 147 | | 136 r |
| December | 118 r | 126 r | 95 | 112 | 120 | 88 | 100 r | 128 r | 125 r | 131 | 106 | 126 | 145 | | 145 r |
| 1970 January p | 115 | 119 | 102 | 114 | 123 | 90 | 101 | 125 | 123 | 129 | 101 | 126 | | | 143 |
| August-October (av.) | 110 | 113 | 104 | 115 | 123 | 93 | 104 | 126 | 125 | 128 | 113 | 124 | 146 † | | 130 |
| November-January (av.) p | 116 | 121 | 101 | 114 | 123 | 90 | 101 | 128 | 127 | 129 | 108 | 125 | 146 † | | 142 |

† Latest available 3 months (October-December) and previous 3 months (July-September)

UNITED KINGDOM OVERSEAS TRADE

# Unit value and volume index numbers for January

BOTH THE IMPORT and export unit value indices rose in January by nearly one half per cent but the rounded indices were unchanged. The terms of trade index was 100 for the fifth consecutive month.

The import unit value index continued the rise of last year. In January the index was nearly 6 per cent higher than its level a year ago and in the latest three months was 2 per cent higher than in the previous three months. The main group to show a rise in unit values in January, as in most recent months, was manufactured goods, where sharp increases in non-ferrous metal prices (in particular those of copper and nickel) had a substantial effect on the index and account for much of its increase. The indices also rose in January for basic materials, with the increase being fairly widespread among the commodity groups, and food, drink and tobacco.

The rise in export unit values in January continued the small upward movement which began in October of last year, after the index had shown little change in the first three quarters of 1969. The index in January 1970 was only 2 per cent higher than its

**Table 1. United Kingdom import and export unit value index numbers (unadjusted)**

1961 = 100

| | Imports | | | | | Exports | | | | | | | | Terms of Trade† |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Food, beverages and tobacco | Basic materials | Fuels | Manufactured goods | Total | Non-manufactures | Manufactured goods | | | | | | |
| | | | | | | | | Total | Chemicals | Textiles | Metals | Machinery and transport eqpt. | Other | |
| Section of Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | | |
| Weights | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 145 | 824 | 84 | 63 | 121 | 417 | 139 | |
| 1962 | 99 | 102 | 96 | 98 | 99 | 101 | 99 | 102 | 98 | 100 | 101 | 103 | 102 | 102 |
| 1963 | 103 | 111 | 97 | 97 | 101 | 104 | 103 | 104 | 100 | 102 | 102 | 106 | 104 | 101 |
| 1964 | 107 | 115 | 103 | 95 | 105 | 106 | 108 | 106 | 101 | 107 | 107 | 107 | 105 | 99 |
| 1965 | 107 | 113 | 102 | 90 | 109 | 109 | 105 | 109 | 104 | 109 | 113 | 110 | 108 | 102 |
| 1966 | 109 | 114 | 103 | 84 | 114 | 113 | 107 | 114 | 106 | 111 | 120 | 114 | 113 | 104 |
| 1967 | 109 | 113 | 99 | 92 | 116 | 114 | 102 | 116 | 106 | 111 | 120 | 118 | 116 | 105 |
| 1968 | 121 | 120 | 107 | 107 | 135 | 123 | 108 | 126 | 113 | 115 | 131 | 128 | 128 | 102 |
| 1969 | 126 | 124 | 115 | 100 | 142 | 127 | 114 | 130 | 116 | 122 | 139 | 131 | 131 | 101 |
| 1967 1st quarter | 108 | 115 | 100 | 82 | 116 | 114 | 104 | 116 | 106 | 112 | 119 | 117 | 116 | 105 |
| 2nd quarter | 107 | 114 | 99 | 81 | 114 | 114 | 103 | 116 | 106 | 113 | 119 | 118 | 116 | 106 |
| 3rd quarter | 108 | 111 | 97 | 100 | 115 | 115 | 101 | 117 | 107 | 111 | 120 | 119 | 116 | 106 |
| 4th quarter | 113 | 116 | 98 | 104 | 122 | 116 | 102 | 118 | 108 | 111 | 123 | 120 | 117 | 103 |
| 1968 1st quarter | 120 | 120 | 104 | 108 | 134 | 121 | 108 | 123 | 111 | 113 | 130 | 124 | 126 | 101 |
| 2nd quarter | 121 | 120 | 108 | 108 | 135 | 123 | 109 | 126 | 113 | 115 | 134 | 127 | 128 | 102 |
| 3rd quarter | 122 | 120 | 109 | 107 | 136 | 125 | 107 | 128 | 115 | 116 | 133 | 132 | 129 | 103 |
| 4th quarter | 123 | 122 | 110 | 106 | 137 | 126 | 109 | 129 | 116 | 117 | 132 | 132 | 130 | 103 |
| 1969 1st quarter | 124 | 123 | 112 | 104 | 138 | 128 | 114 | 130 | 117 | 120 | 135 | 133 | 130 | 103 |
| 2nd quarter | 125 | 124 | 115 | 102 | 141 | 128 | 115 | 130 | 118 | 122 | 136 | 132 | 131 | 102 |
| 3rd quarter | 127 | 125 | 116 | 100 | 144 | 128 | 115 | 131 | 118 | 122 | 139 | 132 | 131 | 101 |
| 4th quarter | 129 | 128 | 117 | 98 | 149 | 129 | 114 | 132 | 118 | 123 | 144 | 133 | 132 | 100 |
| 1969 January | 124 | 123 | 111 | 105 | 138 | 127 | 114 | 130 | 117 | 120 | 134 | 133 | 130 | 103 |
| February | 123 | 123 | 112 | 104 | 137 | 128 | 115 | 130 | 117 | 119 | 135 | 133 | 130 | 104 |
| March | 124 | 122 | 113 | 103 | 138 | 128 | 114 | 131 | 117 | 120 | 136 | 133 | 131 | 103 |
| April | 125 | 124 | 114 | 103 | 139 | 127 | 115 | 130 | 117 | 121 | 135 | 133 | 130 | 102 |
| May | 126 | 124 | 116 | 101 | 141 | 128 | 115 | 130 | 118 | 122 | 136 | 132 | 131 | 102 |
| June | 126 | 124 | 115 | 101 | 142 | 128 | 115 | 130 | 118 | 122 | 137 | 132 | 131 | 102 |
| July | 126 | 125 | 116 | 100 | 143 | 128 | 116 | 131 | 117 | 122 | 139 | 132 | 131 | 102 |
| August | 126 | 124 | 115 | 100 | 143 | 128 | 115 | 131 | 118 | 122 | 139 | 132 | 131 | 102 |
| September | 128 | 126 | 117 | 100 | 146 | 128 | 115 | 131 | 118 | 122 | 141 | 132 | 130 | 100 |
| October | 129 | 128 | 116 | 99 | 147 | 129 | 114 | 132 | 118 | 122 | 143 | 133 | 131 | 100 |
| November | 130 | 128 | 117 | 98 | 149 | 129 | 114 | 132 | 118 | 122 | 144 | 134 | 133 | 100 |
| December | 130 | 128 | 117 | 97 | 150 | 130 | 115 | 133 | 117 | 124 | 146 | 133 | 132 | 100 |
| 1970 January | 130 | 128 | 118 | 97 | 151 | 130 | 116 | 133 | 117 | 124 | 148 | 134 | 133 | 100 |

† Export Unit Value Index as a percentage of the Import Unit Value Index.

level a year earlier and in the latest three months it was only 1 per cent higher than in August to October. As with imports, the largest rises in unit values have been those for metals, but prices of exports of iron and steel and metal manufactures have risen as well as those of non-ferrous metals. Other groups where the unit values of exports have increased in recent months are 'other manufactures' and machinery and transport equipment but the index for the latter group dipped in the middle of last year and it is now only a little higher than in January 1969.

Trends in United Kingdom trade are discussed in the trade article published in this issue of the *Board of Trade Journal.*

**Notes:**

(a). The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

(b). This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends.* All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

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*Receipts from sales amount to some* £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

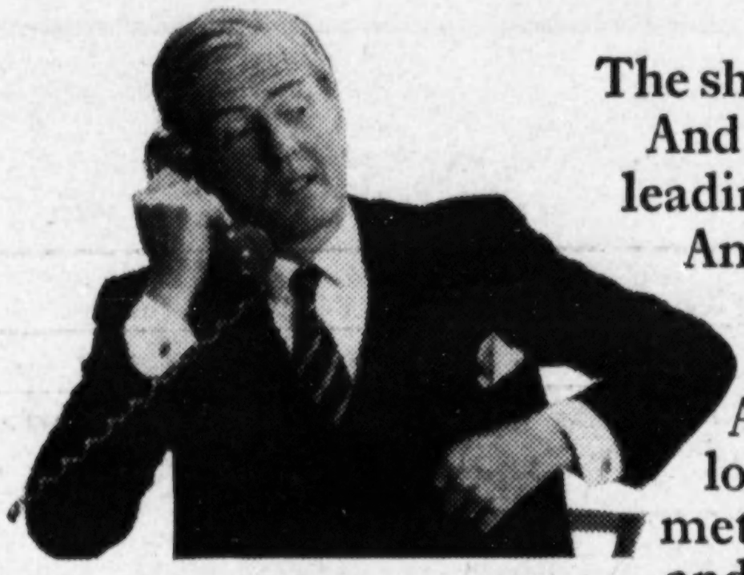
**Table 2. United Kingdom import and export volume index numbers (unadjusted)**

1961 = 100

| | Imports | | | | | Exports | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Food, beverages and tobacco | Basic materials | Fuels | Manufactured goods | Total | Non-manufactures | Manufactured goods | | | | | |
| | | | | | | | | Total | Chemicals | Textiles | Metals | Machinery and transport eqpt. | Other |
| Section or Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | |
| Weights | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 145 | 824 | 84 | 63 | 121 | 417 | 139 |
| 1962 | 103 | 104 | 96 | 112 | 103 | 102 | 107 | 101 | 107 | 100 | 101 | 100 | 102 |
| 1963 | 107 | 102 | 101 | 119 | 112 | 108 | 114 | 107 | 113 | 102 | 100 | 107 | 110 |
| 1964 | 119 | 104 | 108 | 128 | 136 | 111 | 107 | 111 | 126 | 106 | 102 | 108 | 122 |
| 1965 | 120 | 102 | 107 | 140 | 137 | 116 | 111 | 117 | 131 | 105 | 109 | 115 | 128 |
| 1966 | 122 | 100 | 102 | 154 | 146 | 121 | 117 | 121 | 140 | 99 | 105 | 121 | 134 |
| 1967 | 132 | 104 | 101 | 165 | 168 | 119 | 119 | 119 | 149 | 95 | 108 | 114 | 136 |
| 1968 | 146 | 107 | 111 | 175 | 195 | 136 | 136 | 136 | 169 | 111 | 119 | 131 | 158 |
| 1969 | 149 | 103 | 108 | 188 | 207 | 150 | 138 | 153 | 186 | 123 | 126 | 148 | 187 |
| 1967 1st quarter | 134 | 106 | 98 | 180 | 167 | 127 | 122 | 128 | 155 | 102 | 113 | 126 | 143 |
| 2nd quarter | 135 | 107 | 101 | 162 | 176 | 127 | 123 | 128 | 163 | 99 | 118 | 125 | 136 |
| 3rd quarter | 126 | 100 | 104 | 150 | 156 | 112 | 112 | 112 | 140 | 88 | 103 | 103 | 139 |
| 4th quarter | 136 | 106 | 105 | 178 | 170 | 108 | 117 | 107 | 133 | 90 | 96 | 100 | 126 |
| 1968 1st quarter | 149 | 116 | 109 | 171 | 198 | 134 | 128 | 136 | 167 | 107 | 118 | 133 | 152 |
| 2nd quarter | 144 | 104 | 112 | 186 | 189 | 133 | 125 | 134 | 174 | 107 | 121 | 131 | 147 |
| 3rd quarter | 143 | 102 | 114 | 175 | 191 | 132 | 139 | 131 | 164 | 109 | 114 | 120 | 166 |
| 4th quarter | 147 | 110 | 111 | 180 | 196 | 142 | 152 | 140 | 169 | 120 | 123 | 134 | 168 |
| 1969 1st quarter | 148 | 106 | 109 | 198 | 198 | 136 | 122 | 138 | 166 | 112 | 113 | 132 | 173 |
| 2nd quarter | 152 | 107 | 108 | 186 | 215 | 152 | 141 | 155 | 188 | 124 | 125 | 154 | 179 |
| 3rd quarter | 145 | 99 | 109 | 176 | 204 | 150 | 134 | 154 | 187 | 120 | 125 | 146 | 196 |
| 4th quarter | 150 | 105 | 109 | 197 | 205 | 160 | 154 | 161 | 196 | 135 | 140 | 154 | 194 |
| 1969 January | 159 | 114 | 123 | 211 | 206 | 139 | 126 | 141 | 165 | 116 | 117 | 134 | 176 |
| February | 139 | 95 | 100 | 189 | 189 | 129 | 117 | 131 | 164 | 107 | 105 | 124 | 163 |
| March | 148 | 110 | 105 | 194 | 201 | 139 | 123 | 143 | 168 | 114 | 118 | 137 | 182 |
| April | 152 | 113 | 107 | 188 | 209 | 142 | 136 | 145 | 182 | 114 | 118 | 136 | 186 |
| May | 155 | 102 | 108 | 192 | 227 | 156 | 148 | 159 | 195 | 133 | 135 | 164 | 153 |
| June | 149 | 106 | 108 | 179 | 209 | 158 | 140 | 162 | 189 | 125 | 123 | 162 | 198 |
| July | 159 | 108 | 115 | 191 | 227 | 157 | 133 | 161 | 193 | 122 | 128 | 160 | 194 |
| August | 139 | 88 | 113 | 170 | 196 | 146 | 128 | 151 | 180 | 119 | 122 | 142 | 200 |
| September | 137 | 99 | 99 | 166 | 188 | 147 | 140 | 149 | 189 | 120 | 125 | 136 | 195 |
| October | 160 | 108 | 117 | 213 | 222 | 153 | 160 | 152 | 202 | 132 | 137 | 144 | 168 |
| November | 140 | 101 | 99 | 178 | 191 | 168 | 155 | 170 | 195 | 140 | 147 | 162 | 215 |
| December | 149 | 106 | 111 | 199 | 202 | 160 | 148 | 162 | 191 | 134 | 136 | 155 | 200 |
| 1970 January | 156 | 110 | 116 | 213 | 205 | 151 | 144 | 153 | 191 | 131 | 128 | 145 | 183 |

*(Continued on page* 836)

# Atlantic Containe path from you to Customer.



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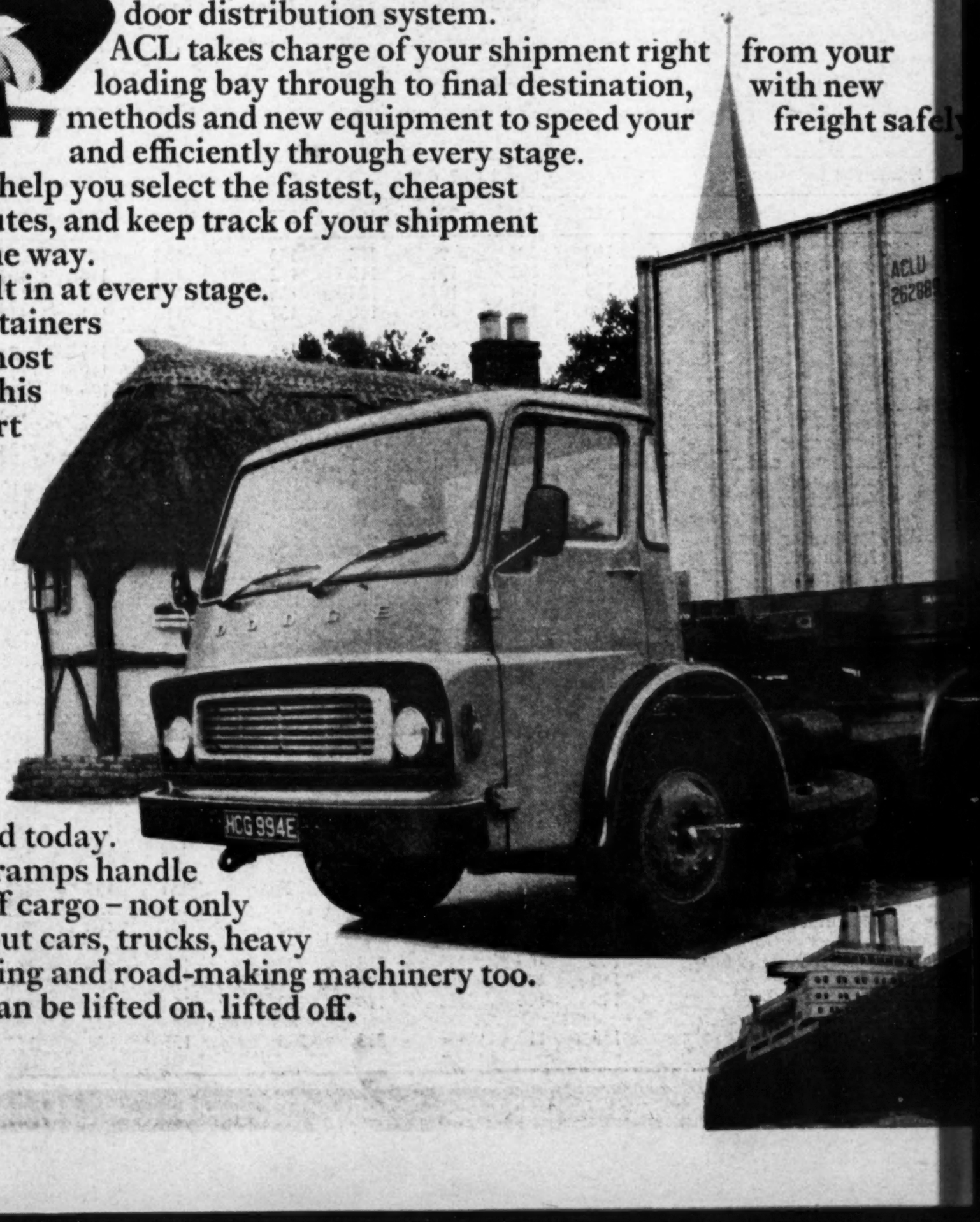

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**ACL's sea routes are flexible too, like a conveyor belt between the key Atlantic ports, where equipment interchange agreements with major rail roads and truckers speed your freight – on its way to where it should be . . . your customer's door.**

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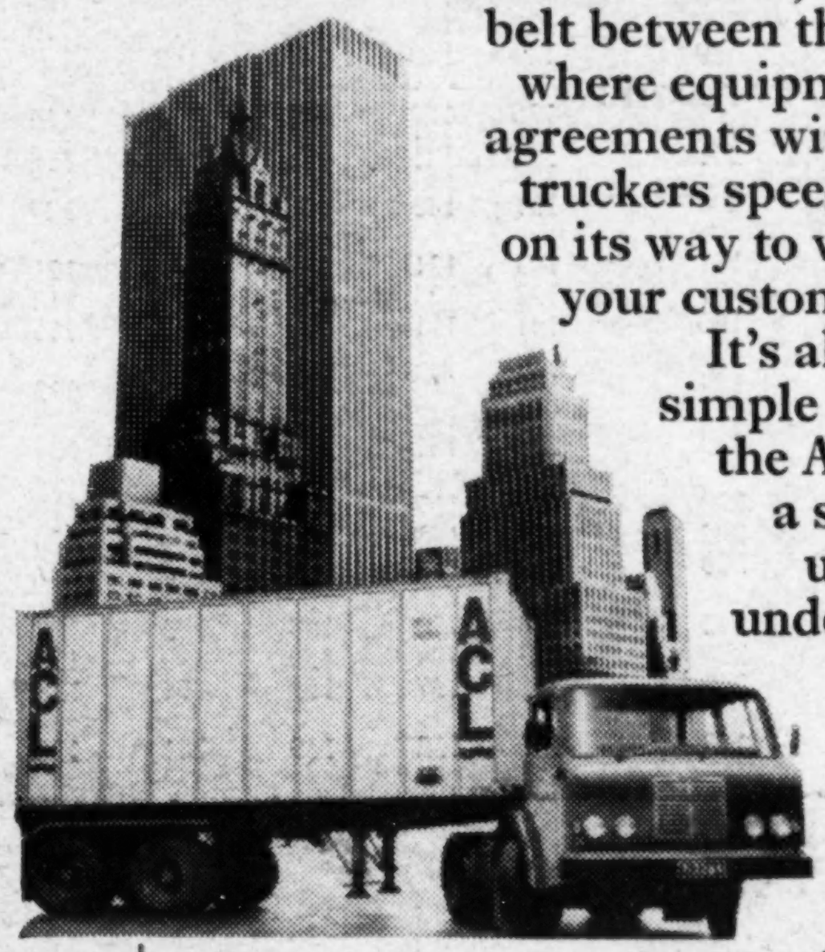
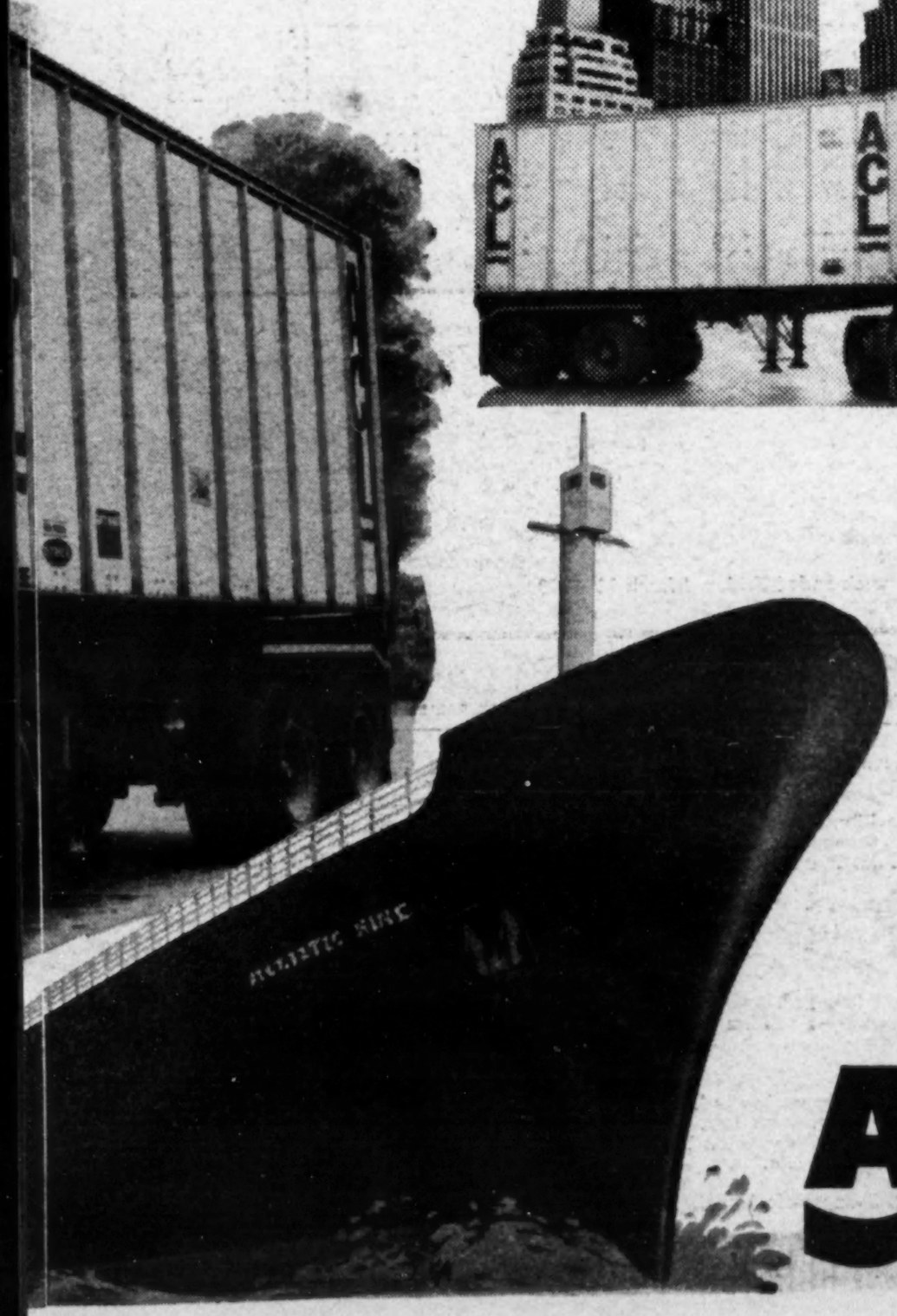
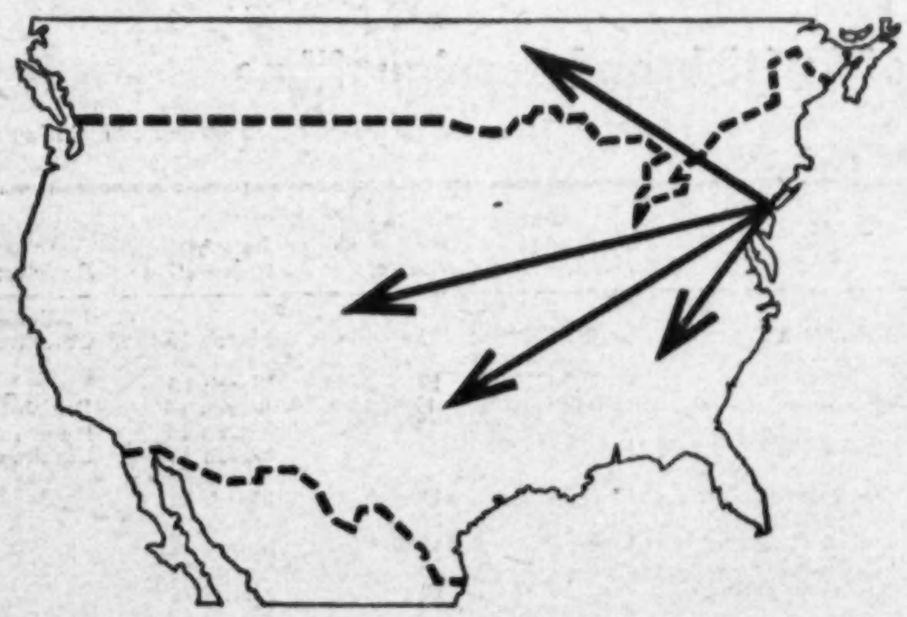
**Ask your ACL agent for full particulars, and a transport cost analysis to see how much ACL can save you.**



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VALUE AND VOLUME INDEX NUMBERS, *continued*

**Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)**

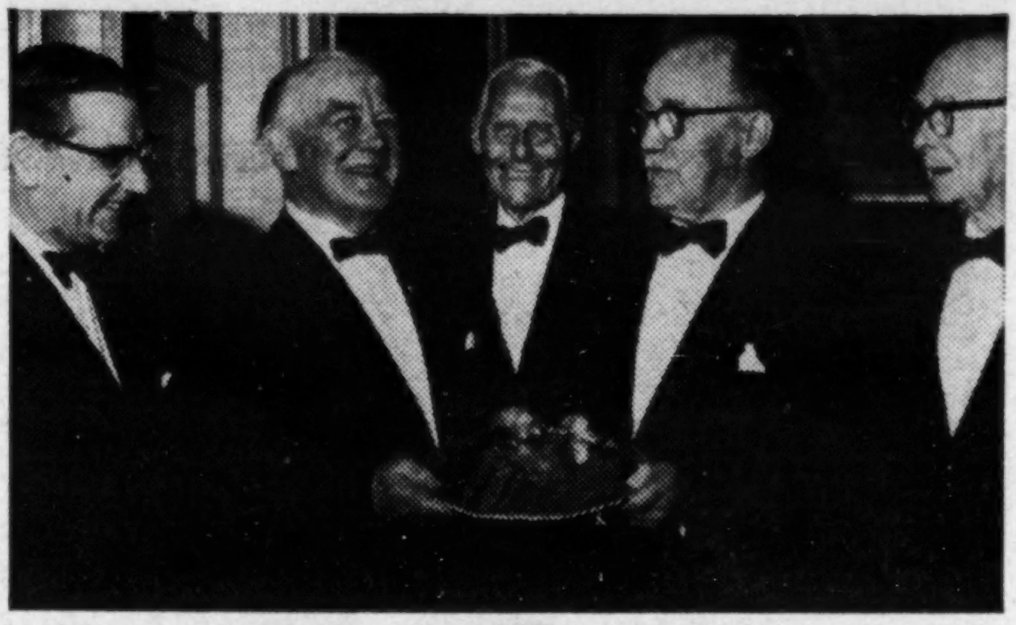
1961 = 100

| | Imports | | | | | | | Exports | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Total excl. US military aircraft, etc. | Food, beverages and tobacco | Basic materials | Fuels | Manufactured goods | | Total | Non-manufactures | Manufactured goods | | | | | |
| | | | | | | Total | Excl. US military aircraft, etc. | | | Total | Chemicals | Textiles | Metals | Machinery and transport eqpt. | Other |
| Section or Division | | | 0 and 1 | 2 and 4 | 3 | | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | |
| Weights | 1,000 | | 327 | 222 | 106 | | 337 | 1,000 | 145 | 824 | 84 | 63 | 121 | 417 | 139 |
| 1967 1st quarter | 132 | 132 | 105 | 97 | 172 | 165 | 164 | 128 | 129 | 128 | 157 | 105 | 116 | 123 | 146 |
| 2nd quarter | 134 | 133 | 109 | 102 | 157 | 170 | 166 | 123 | 123 | 123 | 157 | 98 | 114 | 119 | 138 |
| 3rd quarter | 128 | 126 | 102 | 102 | 152 | 159 | 157 | 119 | 120 | 119 | 148 | 92 | 110 | 113 | 140 |
| 4th quarter | 135 | 134 | 102 | 105 | 180 | 175 | 172 | 106 | 106 | 105 | 133 | 85 | 92 | 101 | 121 |
| 1968 1st quarter | 146 | 144 | 113 | 109 | 162 | 195 | 191 | 134 | 132 | 135 | 167 | 108 | 120 | 131 | 153 |
| 2nd quarter | 143 | 141 | 106 | 112 | 178 | 185 | 179 | 130 | 126 | 131 | 168 | 106 | 117 | 125 | 150 |
| 3rd quarter | 147 | 144 | 105 | 113 | 180 | 197 | 190 | 139 | 147 | 138 | 171 | 113 | 121 | 131 | 165 |
| 4th quarter | 148 | 144 | 106 | 112 | 184 | 202 | 190 | 140 | 140 | 140 | 169 | 115 | 119 | 135 | 163 |
| 1969 1st quarter | 146 | 143 | 103 | 110 | 192 | 198 | 187 | 138 | 128 | 140 | 170 | 116 | 118 | 131 | 180 |
| 2nd quarter | 151 | 146 | 109 | 108 | 181 | 210 | 197 | 148 | 141 | 151 | 181 | 123 | 120 | 147 | 185 |
| 3rd quarter | 149 | 146 | 102 | 107 | 181 | 210 | 201 | 158 | 141 | 162 | 195 | 125 | 131 | 159 | 197 |
| 4th quarter | 149 | 147 | 100 | 108 | 200 | 208 | 204 | 157 | 143 | 158 | 196 | 129 | 134 | 154 | 185 |
| 1969 January | 145 | 141 | 102 | 108 | 191 | 192 | 181 | 143 | 131 | 143 | 171 | 121 | 122 | 133 | 185 |
| February | 148 | 143 | 100 | 111 | 192 | 205 | 191 | 132 | 123 | 135 | 171 | 112 | 111 | 126 | 171 |
| March | 147 | 146 | 107 | 111 | 191 | 196 | 190 | 141 | 131 | 142 | 167 | 115 | 119 | 134 | 184 |
| April | 149 | 146 | 112 | 109 | 178 | 204 | 194 | 141 | 140 | 142 | 176 | 113 | 115 | 134 | 184 |
| May | 148 | 142 | 100 | 103 | 175 | 214 | 195 | 147 | 142 | 148 | 181 | 126 | 121 | 145 | 172 |
| June | 155 | 151 | 114 | 113 | 190 | 214 | 203 | 156 | 141 | 163 | 187 | 129 | 125 | 162 | 197 |
| July | 151 | 147 | 107 | 107 | 185 | 213 | 200 | 150 | 137 | 154 | 191 | 117 | 121 | 151 | 186 |
| August | 149 | 145 | 97 | 109 | 182 | 213 | 202 | 164 | 148 | 169 | 200 | 130 | 138 | 166 | 202 |
| September | 147 | 145 | 103 | 106 | 177 | 205 | 200 | 159 | 139 | 164 | 195 | 127 | 135 | 159 | 203 |
| October | 150 | 147 | 96 | 111 | 204 | 209 | 202 | 158 | 152 | 158 | 203 | 128 | 133 | 152 | 184 |
| November | 147 | 145 | 98 | 106 | 200 | 205 | 200 | 157 | 139 | 159 | 190 | 129 | 135 | 155 | 187 |
| December | 150 | 149 | 104 | 106 | 196 | 211 | 209 | 155 | 137 | 159 | 194 | 129 | 134 | 155 | 184 |
| 1970 January | 147 | 147 | 104 | 108 | 197 | 199 | 198 | 159 | 152 | 159 | 201 | 138 | 136 | 149 | 192 |

# Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1965 during the week ended Friday, March 20, 1970
Br/E indicates that the film is a British quota film

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the Name of | Maker's name |
|---|---|---|---|---|---|
| | | | | BRITISH | |
| The Practical Romantic - Sir Walter Scott | Br/E 34728 | 23 | March 16 | Columbia Pictures Corporation Ltd. | International Film Associates (Scotland) Ltd. |
| The Enchanted Isle | Br/E 34729 | 19 | March 16 | " " " | Anthony Gilkison Associates Ltd. |
| Futtocks End | Br/E 34730 | 49 | March 16 | British Lion Films Ltd. | David Paradine Films Ltd. |
| Anne Of The Thousand Days | Br/E 34731 | 145 | March 18 | Rank Film Distributors Ltd. | Universal Pictures Ltd. |
| The Magnificent Six and ½ - Peewee Had A Little Ape | Br/E 34732 | 20 | March 18 | Children's Film Foundation Ltd. | Century Film Production Ltd. (for Children's Film Foundation Ltd.) |
| The Magnificent Six and ½ - A Good Deed In Time | Br/E 34733 | 17 | March 18 | " " " | " " " |
| The Magnificent Six and ½ - The Magician | Br/E 34734 | 19 | March 18 | " " " | " " " |
| The Magnificent Six and ½ - A Lad In The Lamp | Br/E 34735 | 15 | March 18 | " " " | " " " |
| The Magnificent Six and ½ - It's Not Cricket | Br/E 34736 | 14 | March 18 | " " " | " " " |
| The Magnificent Six and ½ - The Astronoughts | Br/E 34737 | 19 | March 18 | " " " | " " " |
| The Birthday Party | Br/E 34740 | 124 | March 19 | Connoisseur Films Ltd. | Amerbroco Films Ltd. |
| Movietone News 2128 | Br/E 34655 | 8 | March 20 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2128 A | Br/E 34656 | 8 | March 20 | " " | " " |
| | | | | FOREIGN | |
| Le Great Dame Robbery | F 34725 | 6 | March 16 | United Artists Corporation Ltd. | Mirisch D.F. Production. |
| The April Fools | F 34726 | 95 | March 16 | Warner-Pathe Distributors Ltd. | Cinema Center Films |
| A Fable | F 34727 | 18 | March 16 | Columbia Pictures Corporation Ltd. | Columbia Pictures Corp. |
| L.B.J. | F 34738 | 18 | March 19 | Contemporary Films Ltd. | Distribuidora Internacional de Peliculas I.C.A.I.C., Havana |
| His Land | F 34739 | 65 | March 19 | Billy Graham Evangelistic Association Ltd. | World Wide Pictures Inc. |



*Mr. Maurice Barber (second from left), vice-chairman, National Wool Textile Export Corporation, presents an inscribed silver salver to Mr. J. Douglass Hood to mark his retirement after 12 years as chairman of the Corporation at a dinner in Bradford recently. On the left is Mr. J. Alan Clough, chairman of the Wool Textile Delegation, with Lord Barnby in centre and Mr. Edgar C. Behrens, former chairman of the NWTEC, on the right. Writing in a trade review published by the* Bradford Telegraph and Argus *recently, Mr. Anthony Wedgwood Benn, Minister of Technology, said: 'The industry dominates the home market in wool textiles, and exports over one-third of its production. The merchant adventurer spirit continues to thrive in the wool textile industry and is admirably supported by the operations of the National Wool Textile Export Corporation.'*

# Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in January 1970 was 1 per cent less than in January 1969.

Statistics issued by the Textile Council show that in January the amount of cloth woven was the same as in the corresponding month last year. Production of single yarn was 1 per cent less and the amount of yarn doubled was 3 per cent more.

**Production in the cotton industry**

Annual totals and weekly averages

| | Single Yarn(†) | | Doubled yarn | | Processed filament yarn | Woven cloth | |
|---|---|---|---|---|---|---|---|
| | Cotton yarn (‡) | Spun man-made fibre yarns and mixture yarn inc. waste | Cotton yarn | Other | Textured yarn (§) | Cotton | Man-made fibre and mixtures |
| | Million lb. | | | | | Million lin. yards | |
| 1963 | 488·7 | 127·0 | 131·4 | 107·0 | .. | 1,014·1 | 560·3 |
| 1964 Φ | 508·1 | 145·9 | 136·1 | 120·0 | 40·7 | 1,033·1 | 610·1 |
| 1965 | 484·8 | 142·5 | 131·5 | 120·3 | 47·5 | 1,015·0 | 624·4 |
| 1966 | 455·7 | 136·2 | 123·1 | 110·2 | 62·2 | 915·3 | 616·6 |
| 1967 | 383·8 | 124·8 | 108·1 | 105·2 | 78·4 | 745·0 | 529·8 |
| 1968 | 377·4 | 148·7 | 110·0 | 114·6 | 113·6 | 730·7 | 554·8 |
| 1969 Φ p | 366·4 | 161·5 | 103·2 | 134·1 | 150·5 | 723·4 | 588·5 |
| 1968 December | 6·7 | 2·9 | 1·9 | 2·1 | 2·4 | 12·7 | 9·9 |
| 1969 January * | 7·5 | 3·1 | 2·1 | 2·4 | 3·0 | 14·4 | 11·5 |
| February | 7·5 | 3·1 | 2·2 | 2·5 | 3·2 | 14·7 | 11·8 |
| March | 7·7 | 3·0 | 2·1 | 2·7 | 3·1 | 14·9 | 12·1 |
| April* | 7·0 | 2·8 | 2·0 | 2·5 | 2·8 | 13·9 | 11·0 |
| May | 7·5 | 3·3 | 2·1 | 2·7 | 2·8 | 14·4 | 11·6 |
| June | 6·6 | 3·0 | 1·9 | 2·4 | 2·8 | 15·0 | 11·8 |
| July* | 5·3 | 2·3 | 1·6 | 2·1 | 2·2 | 9·3 | 8·2 |
| August | 7·1 | 3·3 | 1·8 | 2·6 | 2·4 | 14·3 | 11·1 |
| September | 6·0 | 2·8 | 1·8 | 2·4 | 3·0 | 12·2 | 10·4 |
| October* | 7·5 | 3·5 | 2·1 | 2·9 | 3·0 | 14·7 | 12·2 |
| November | 7·4 | 3·6 | 2·1 | 2·8 | 3·4 | 14·8 | 12·3 |
| December* | 6·2 | 3·0 | 1·7 | 2·3 | 2·7 | 12·3 | 10·0 |
| 1970 January | 7·1 | 3·5 | 2·0 | 2·7 | 3·3 | 14·2 | 11·6 |

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries

# Output of the wool textile industry

THE VOLUME of production in the wool textile industry in January 1970 was 10 per cent less than in January 1969.

Statistics issued by the Wool Industry Bureau of Statistics show that in January deliveries of woven fabrics (excluding blankets) were 16 per cent less than in January 1969, and deliveries of worsted yarn (excluding semi-worsted yarn) were 13 per cent less. Production of wool and hair tops was 11 per cent less and of man-made fibre tops 8 per cent more.

**Output of the wool textile industry**

| | Consumption | Production | | | Deliveries | | | |
|---|---|---|---|---|---|---|---|---|
| | Raw wool (clean weight) | Tops | | Woollen yarn (†) | Worsted yarn (§) | Woven fabrics (excluding blankets) (‡) | | Blankets (†) |
| | | Wool and hair | Man-made fibres | | | Woollen | Worsted | |
| | Million lb. | | | | Mlilon sq. yds. | | | |
| 1963 | 457·8 | 304·0 | 42·2 | 313·1 | 239·7 | 176·8 | 148·6 | 35·1 |
| 1964 | 418·3 | 265·2 | 56·8 | 325·8 | 233·3 | 177·1 | 148·3 | 32·9 |
| 1965 | 402·6 | 247·6 | 57·1 | 321·8 | 227·6 | 175·3 | 147·6 | 32·8 |
| 1966 | 388·2 | 229·8 | 62·9 | 314·7 | 220·9 | 168·4 | 133·9 | 30·5 |
| 1967 | 359·9 | 203·1 | 60·9 | 304·4 | 197·6 | 163·2 | 131·3 | 28·7 |
| 1968 | 391·4 | 213·0 | 80·2 | 324·9 | 216·6 | 162·4 | 132·3 | 32·7 |
| 1969 | 384·6 | 202·9 | 93·0 | 313·6 | 221·5 | 155·6 | 130·6 | 32·2 |
| 1966 1st qtr. | 102·9 | 57·0 | 19·0 | 85·0 | 54·5 | 39·8 | 35·5 | 9·0 |
| 2nd qtr. | 100·3 | 55·9 | 19·1 | 81·5 | 53·8 | 40·8 | 32·2 | 6·8 |
| 3rd qtr. | 87·5 | 48·2 | 19·3 | 72·0 | 51·2 | 40·4 | 30·0 | 7·5 |
| 4th qtr. | 100·6 | 51·9 | 22·8 | 86·5 | 56·9 | 41·5 | 34·6 | 9·4 |
| 1969 1st qtr. | 105·4 | 55·3 | 23·9 | 86·3 | 58·0 | 37·9 | 34·9 | 7·9 |
| 2nd qtr. | 100·6 | 52·8 | 22·7 | 82·9 | 57·2 | 40·8 | 32·2 | 10·2 |
| 3rd qtr. | 84·7 | 45·7 | 21·6 | 66·3 | 48·9 | 38·8 | 29·6 | 5·6 |
| 4th qtr. | 93·9 | 49·2 | 24·7 | 78·1 | 57·4 | 38·1 | 33·8 | 8·5 |
| 1969 Jan. | 38·1 | 19·6 | 8·3 | 32·0 | 20·0 | 14·6 | 12·4 | 3·2 |
| Feb. | 33·6 | 17·4 | 7·8 | 27·5 | 19·1 | 11·6 | 11·2 | 2·5 |
| Mar. | 33·7 | 18·4 | 7·8 | 26·7 | 18·9 | 11·8 | 11·3 | 2·2 |
| Apr. | 33·9 | 17·2 | 7·7 | 28·6 | 18·6 | 12·6 | 10·7 | 3·2 |
| May | 31·8 | 17·2 | 7·5 | 25·7 | 19·2 | 14·0 | 10·5 | 4·7 |
| June | 34·9 | 18·3 | 7·5 | 28·7 | 19·4 | 14·3 | 11·1 | 2·3 |
| July | 30·5 | 17·9 | 8·4 | 22·1 | 17·1 | 13·7 | 10·6 | 1·3 |
| Aug. | 23·0 | 10·6 | 5·0 | 20·5 | 14·1 | 11·0 | 7·9 | 1·9 |
| Sept. | 31·2 | 17·3 | 8·1 | 23·7 | 17·8 | 14·1 | 11·1 | 2·4 |
| Oct. | 33·5 | 17·4 | 9·0 | 27·5 | 21·2 | 13·7 | 11·9 | 2·7 |
| Nov. | 30·5 | 16·0 | 8·6 | 25·3 | 18·3 | 12·9 | 11·3 | 2·3 |
| Dec. | 29·9 | 15·7 | 7·2 | 25·3 | 17·9 | 11·5 | 10·7 | 3·5 |
| 1970 Jan. | 31·8 | 17·5 | 9·0 | 25·8 | 17·8 | 12·0 | 10·5 | 2·8 |

†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In January deliveries of semi-worsted yarn were 1·4 million lb.

# Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for January 1970 is 147 (1963=100). This is 1 point higher than for December 1969 and 5 points higher than for January 1969.

The index numbers for the main industrial groups with the increase or decrease on Janary 1969 shown in brackets are textiles 183 (+3 points); clothing 114 (+1); engineering and metals 122 (+6); food, drink and tobacco 110 (+2); timber and furniture 135 (+3); mineral products 103 (−11); other manufacturing industries 220 (−2).

## INDEX OF REGULAR STATISTICS

*When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

*An index of the date on which all regular statistical articles were last published will be found on the page following contents page*

# Textile and clothing industries: orders and deliveries

IN THE THREE MONTHS ending January net new orders received by the textile and clothing industries were provisionally estimated to have been 1 per cent higher than in the three previous months; deliveries were 1 per cent less. Deliveries exceeded net new orders with the result that order books at the end of January were 2 per cent less than at the end of October 1969.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

### Textile and clothing industries †

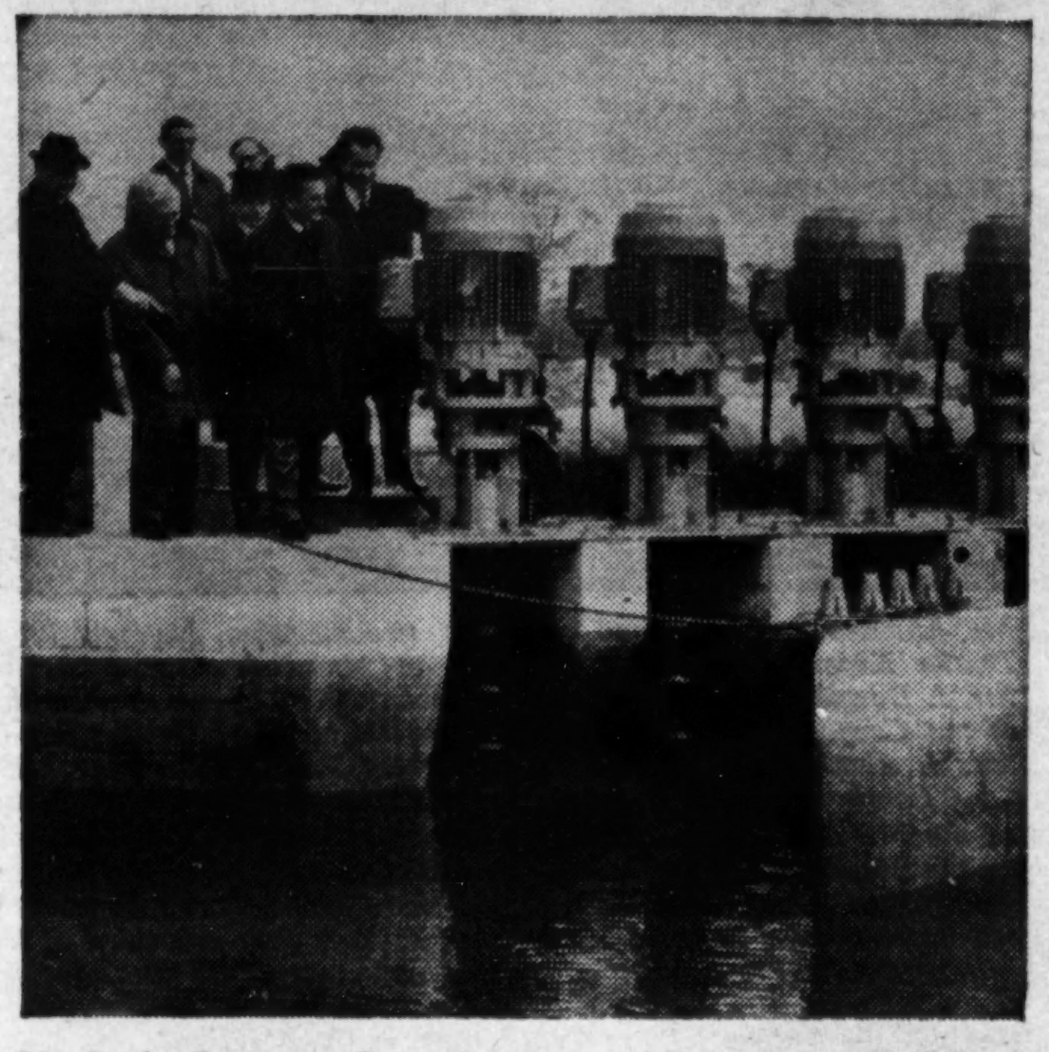
Index numbers of the volume of total orders and deliveries (§)

| | Orders-on-hand (end period) | Net new orders | | Deliveries | |
|---|---|---|---|---|---|
| | April 1959 = 100 | Average 1959 deliveries = 100 | | Average 1959 deliveries = 100 | |
| 1960 | 136 | 103 | | 103 | |
| 1961 | 104 | 91 | | 99 | |
| 1962 | 100 | 92 | | 93 | |
| 1963 | 117 | 100 | | 95 | |
| 1964 | 124 | 99 | | 98 | |
| 1965 | 121 | 98 | | 99 | |
| 1966 | 105 | 92 | | 97 | |
| 1967 | 114 | 93 | | 91 | |
| 1968 | 129 | 99 | | 96 | |
| 1969 p | 124 | 96 | | 97 | |
| | Actual | Actual | Seasonally adjusted | Actual | Seasonally adjusted |
| 1967 1st quarter | 104 | 89 | 90 | 90 | 91 |
| 2nd quarter | 107 | 93 | 88 | 90 | 89 |
| 3rd quarter | 100 | 81 | 94 | 88 | 91 |
| 4th quarter | 114 | 109 | 100 | 96 | 93 |
| 1968 1st quarter | 117 | 99 | 97 | 96 | 94 |
| 2nd quarter | 129 | 106 | 104 | 95 | 97 |
| 3rd quarter | 122 | 85 | 100 | 92 | 96 |
| 4th quarter | 129 | 107 | 97 | 100 | 96 |
| 1969 1st quarter | 133 | 103 | 101 | 99 | 97 |
| 2nd quarter | 135 | 101 | 99 | 100 | 102 |
| 3rd quarter | 124 | 82 | 95 | 92 | 96 |
| 4th quarter p | 124 | 99 | 90 | 99 | 95 |
| 1968 November | 129 | 125 | 102 | 108 | 99 |
| December | 129 | 88 | 99 | 87 | 95 |
| 1969 January | 130 | 94 | 99 | 91 | 95 |
| February | 133 | 110 | 105 | 103 | 98 |
| March | 133 | 103 | 97 | 102 | 97 |
| April | 135 | 101 | 100 | 95 | 99 |
| May | 137 | 102 | 98 | 99 | 101 |
| June | 135 | 101 | 100 | 105 | 106 |
| July | 133 | 80 | 97 | 86 | 94 |
| August | 128 | 74 | 92 | 89 | 93 |
| September | 124 | 91 | 98 | 102 | 100 |
| October p | 125 | 107 | 90 | 104 | 94 |
| November p | 128 | 113 | 92 | 105 | 97 |
| December p | 124 | 78 | 87 | 87 | 94 |
| 1970 January p | 127 | 99 | 104 | 91 | 95 |

(†) Wool, hosiery (and other knitted goods) made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average) 1958 prices.

## USING EFTA

*To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entitled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).*



*Mr. Barbu Popoescu, Rumanian Deputy Minister of Agriculture, is pictured (right hand in pocket) recently when he inspected a 100-metre (nearly 330 ft.) length of prototype canal which, with sluice-gate and pumping station, has been built at Hithermoor Pit, Staines, Middlesex, by the Taylor Woodrow Irrigation Group, who are carrying out a £22½ million project for irrigating about 300 square miles of land in Rumania. The contract, awarded by the Rumanian Government, is for the Sadova-Corabia Irrigation System. With Mr. Popoescu are seen Mr. M. J. Thomas (pointing, extreme left), director-in-charge of the project, and Mr. R. E. Aldred (light coat), chairman of Taylor Woodrow International Ltd.*

## BUSINESSMEN ASKED TO REPORT EXPORT OPPORTUNITIES

*Many British businessmen received export inquiries for goods or services which are not of direct interest to their own organization but which could be useful opportunities for other British companies. Such inquiries may be received at their office or while they are travelling overseas and frequently the businessman has neither the time nor the opportunity to seek out appropriate British suppliers and pass on the inquiry.*

*Information about a scheme for passing on such inquiries received by businessmen travelling overseas by BOAC or BEA was given in the* Board of Trade Journal *of July 9, 1969, page 81 and the* Export Service Bulletin *of July 7, 1969, page 27. In brief, the businessmen receive with their tickets a form on which they may record export inquiries received during their travels; the form is returned to the British National Export Council who forward it to Export Services Division of the Board of Trade.*

*Businessmen travelling overseas by other means who receive export inquiries with which they cannot deal are asked to pass the information while they are overseas to the Commercial Department of any British Embassy, High Commission or Consulate or, on their return to Britain, to the Export Services Division of the Board of Trade, 35 Old Bailey, London, E.C.4, or their nearest Board of Trade Regional Office. Future issues of the 'Hints to Business Men' booklets will include a page on which such inquiries may be recorded. Similarly, when an inquiry is received from overseas by businessmen at his office in Britain, this may also be passed to Export Services Division or Board of Trade Regional Office.*

*All inquiries received by the Board of Trade will be followed up by Export Services Division, who will publish them in the* Export Service Bulletin *or will contact individual British companies direct, seeking further advice on the nature of the inquiry and the inquirer, where appropriate, through the Commercial Diplomatic Service Officers overseas.*

*Businessmen are urged to make use of these facilities to supplement export opportunities already being reported on a day to day basis by overseas commercial officers and passed on to industry by the Board of Trade.*

# Overseas royalty transactions in 1968

THIS ARTICLE presents details on overseas royalty transactions taken from the inquiry into overseas transactions for 1968.

The transactions covered in this note include royalties, licences, patents, trade marks, designs, copyrights, manufacturing rights and the like. The net gain to the current balance of payments in 1968 from such transactions was some £17 million, about £6 million more than in 1967 and about double that in 1965. Payments overseas by United Kingdom firms rose by £20 million to £87 million in 1968, while receipts from overseas rose from £78 million in 1967 to £104 million in 1968.

Transactions relating to film and television rights, which are the subject of a separate inquiry, are not covered in this note, but a full account of the effect of transactions relating to cinematograph films and television on the balance of payments for 1968 and earlier years was given in the *Board of Trade Journal* of November 5, 1969.

A summary of the estimates of royalty receipts and payments between 1964 and 1968 is given in Table 1. Although the estimates in this table are shown to the nearest £100,000, they are not accurate to that degree. They are based on returns from firms co-operating in the overseas transactions inquiry, though not all firms approached provided information, and a large number of firms and individuals receiving or making small payments in respect of royalties (particularly for printed matter, performing rights, etc.), were not approached. An allowance has been included in Table 1 for the transactions of non-responding and exempt firms, based on returns to previous inquiries or on assumptions that the experience of small firms outside the inquiry will resemble that of comparable firms in the inquiry. It has been estimated that firms providing details in the inquiry represented about thee-quarters of total receipts and just over four-fifths of total payments. As it has not been possible to allocate the estimate of non-response by country or by industry, the more detailed tables in the rest of this note, as in previous years, are based solely on returns received in the inquiry.

The inquiry into overseas royalty transactions for 1968 was similar in scope to previous inquiries, though separate details of mineral royalty transactions were no longer requested because of their comparative insignificance. The results of previous inquiries were published in a series of articles in the *Board of Trade Journal* on May 14, 1969, August 23, 1968, July 21, 1967 and July 29, 1966. As then, the primary object of the inquiry was to measure the effect of royalty transactions on the United Kingdom's balance of payments, where they are included in the category 'Other services' in the invisible account (see United Kingdom Balance of Payments 1969, Table 16). The details are also relevant to the study of technological progress and development.

**Results for 1968**

Table 1, which presents estimates for all firms, indicates that there were substantial rises in both receipts and payments in respect of royalties, etc., between 1967 and 1968. Part of these rises will have been due to the effect of the devaluation of sterling in November 1967. Payments denominated in non-devaluing currencies will have been increased on that account by one-sixth. It is likely that the effect of devaluation on receipts would be proportionately less than on payments as a substantial proportion of receipts from overseas affiliates would be denominated in sterling; it is noticeable that receipts from overseas affiliates rose by only 8 per cent. Receipts from unrelated overseas firms are more likely to have been influenced by devaluation (e.g. where the size of royalty payments are related to sales or profits expressed in non-devaluing currencies and would share in the uplift given to sales or profits by the devaluation of sterling); though probably about three-quarters of the increase in this category of earnings (which amounted to over 40 per cent between 1967 and 1968) would represent the underlying growth of receipts when the once-for-all effect of devaluation is discounted.

'Artistic' royalty receipts, which fell fractionally between 1966 and 1967, rose strongly between 1967 and 1968, being nearly half as high again in the latter year.

Probably because payments to overseas parent companies were more affected to a more marked degree by devaluation than receipts from overseas affiliates, the balance of payments over receipts between related concerns worsened between 1967 and 1968, payments exceeding receipts by almost £18 million in 1968. Substantial increases in the earnings of foreign affiliates in the United Kingdom in 1968 will also have been a factor. But this worsening of the balance of payments between related concerns was more than offset by the rise in the balance of receipts over payments between unrelated concerns.

Table 2, which gives a geographical distribution of receipts, emphasizes that most royalty receipts are from advanced industrial countries. Receipts from the developing countries represented only 18 per cent of the total reported, over half of this amount coming from related concerns in the developing countries. The United States continued to be the largest single country from which royalties, etc., were received, representing over 30 per cent of 'artistic' royalties and over a quarter of 'technological' royalties. Next in importance came Japan, Western Germany, France, Italy and Australia.

As Table 3 indicates, royalty payments are more strongly concentrated than receipts in a small number of countries, mainly industrial. The United States accounted for nearly three-quarters of all reported payments (and over 80 per cent of payments to related concerns overseas), with most of the rest going to Western Europe, especially Switzerland and France.

**Table 1. Royalties and similar transactions – estimates for all businesses (excluding oil companies).**

£ million

| ROYALTIES (†) | Transactions with all overseas/concerns | | | | | Transactions with related concerns (‡) | | Transactions with unrelated concerns | |
|---|---|---|---|---|---|---|---|---|---|
| | 1964 | 1965 | 1966 | 1967 | 1968 | 1967 | 1968 | 1967 | 1968 |
| RECEIPTS (§) | | | | | | | | | |
| On printed matter, sound recordings or performing rights (‖) | 13·9 | 15·4 | 15·7 | 15·0 | 21·0 | 3·9 | 4·6 | 11·1 | 16·4 |
| Technological and mineral (¶) | 44·3 | 48·3 | 56·8 | 62·8 | 83·2 | 22·3 | 25·1 | 40·5 | 58·1 |
| TOTAL | 58·2 | 63·7 | 72·5 | 77·8 | 104·2 | 26·2 | 29·7 | 51·6 | 74·5 |
| EXPENDITURE (††) | | | | | | | | | |
| On printed matter, sound recordings, or performing rights (‖) | 8·8 | 9·0 | 9·0 | 7·2 | 10·2 | 2·2 | 3·8 | 5·0 | 6·4 |
| Technological and mineral (¶) | 42·2 | 46·7 | 48·3 | 59·8 | 77·1 | 34·4 | 43·4 | 25·4 | 33·7 |
| TOTAL | 51·1 | 55·7 | 57·3 | 67·0 | 87·3 | 36·6 | 47·2 | 30·4 | 40·1 |
| BALANCE (‡‡) | | | | | | | | | |
| On printed matter, sound recordings, or performing rights(‖) | 5·1 | 6·4 | 6·7 | 7·8 | 10·8 | 1·7 | 0·8 | 6·1 | 10·0 |
| Technological and mineral (¶) | 2·1 | 1·6 | 8·5 | 3·0 | 6·1 | -12·1 | -18·3 | 15·1 | 24·4 |
| TOTAL | 7·2 | 8·0 | 15·2 | 10·8 | 16·9 | -10·4 | -17·5 | 21·2 | 34·4 |

(†) Transactions covering royalties, licences to use patents, trade marks, designs, copyrights, etc., manufacturing rights and use of technical know-how
(‡) Transactions with overseas branches, subsidiaries, associated and parent companies
(§) Amounts debited to overseas
(‖) Excludes transactions in respect of rights to cinematograph films, television and broadcasting materials
(¶) Royalties, etc., other than royalties on printed matter, sound recording or performing rights and cinematograph films, etc., and mineral royalties
(‡‡) Amounts credited to overseas
(††) – indicates United Kingdom debits

The balance of receipts over payments for the main areas is summarized in Table 4. As in previous years, there is a clear pattern of large net payments to the United States, especially between related concerns, small net receipts from Western Europe and large net receipts from the rest of the world, especially from related concerns.

An industrial analysis of royalty transactions is given in Table 5. This analysis is based on an industrial classification of the United Kingdom enterprise receiving or making royalty payments. Since many enterprises span a variety of industrial activities, being classified to the predominant one, the analysis gives only a very approximate indication of the industrial processes on which royalty transactions occur. Companies classified to chemicals and allied industries are easily the largest group in respect of royalty receipts, although in terms of payments, companies classified to the engineering industries are more important. The predominance of companies in the chemicals group is even more marked when transactions with unrelated concerns are considered.

**Notes and definitions**

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (e.g. royalties, licences to

**Table 2. Royalties and similar transactions – receipts from overseas by country and type, 1968.**

Summary of returns received — £ million

| Area of Country | All Royalties, etc. | | | Printed, etc. Royalties | Technological and Mineral Royalties |
|---|---|---|---|---|---|
| | Total Receipts | Receipts from Related Concerns | Receipts from Unrelated Concerns | | |
| OVERSEAS STERLING AREA | 12·48 | 8·96 | 3·52 | 1·88 | 10·60 |
| Developed countries | 6·88 | 4·90 | 1·98 | 1·20 | 5·68 |
| Of which: | | | | | |
| Australia | 3·24 | 2·48 | 0·76 | 0·46 | 2·78 |
| Irish Republic | 0·46 | 0·25 | 0·21 | 0·13 | 0·33 |
| New Zealand | 0·76 | 0·47 | 0·29 | 0·22 | 0·54 |
| South Africa | 2·42 | 1·70 | 0·72 | 0·40 | 2·02 |
| Developing Countries | 5·60 | 4·05 | 1·55 | 0·67 | 4·93 |
| Of which: | | | | | |
| Hong Kong | 0·26 | 0·17 | 0·09 | 0·09 | 0·17 |
| India | 2·06 | 1·25 | 0·81 | .. | .. |
| Malaysia | 0·62 | 0·60 | 0·02 | 0·17 | 0·45 |
| Pakistan | 0·60 | 0·57 | 0·03 | .. | .. |
| Commonwealth West Indies | 0·43 | 0·32 | 0·11 | .. | .. |
| Commonwealth Africa | 0·75 | 0·70 | 0·05 | .. | .. |
| Other Developing Countries | 0·88 | 0·44 | 0·44 | .. | .. |
| NON-STERLING AREA | 60·54 | 17·54 | 43·00 | 12·45 | 48·09 |
| Developed Countries | 53·15 | 14·65 | 38·50 | 11·58 | 41·57 |
| Of which: | | | | | |
| Canada | 2·70 | 2·10 | 0·60 | 0·35 | 2·35 |
| United States of America | 20·37 | 5·07 | 15·30 | 4·52 | 15·85 |
| Western Europe | 20·93 | 7·25 | 13·68 | 4·54 | 16·39 |
| Of which: | | | | | |
| EFTA | 2·69 | 1·14 | 1·55 | 0·48 | 2·21 |
| Of which: | | | | | |
| Austria | 0·16 | 0·08 | 0·08 | .. | .. |
| Denmark | 0·31 | 0·13 | 0·18 | 0·09 | 0·22 |
| Portugal | 0·62 | .. | .. | .. | .. |
| Sweden | 0·57 | 0·08 | 0·49 | 0·18 | 0·39 |
| Switzerland | 0·64 | 0·23 | 0·41 | .. | .. |
| EEC | 15·61 | 5·36 | 10·25 | 3·36 | 12·25 |
| Of which: | | | | | |
| Belgium and Luxembourg | 1·58 | 0·74 | 0·84 | 0·24 | 1·34 |
| France | 4·14 | 1·78 | 2·36 | 1·29 | 2·85 |
| Western Germany | 4·93 | 1·00 | 3·93 | 1·11 | 3·82 |
| Italy | 3·44 | 0·94 | 2·50 | 0·44 | 3·00 |
| Netherlands | 1·51 | 0·89 | 0·62 | 0·28 | 1·23 |
| Japan | 6·16 | .. | .. | 1·06 | 5·10 |
| Developing Countries: | 7·39 | 2·89 | 4·50 | 0·87 | 6·52 |
| Western Europe | 2·26 | 0·72 | 1·54 | 0·55 | 1·71 |
| Of which: | | | | | |
| Spain | 1·68 | 0·67 | 1·01 | 0·24 | 1·44 |
| Yugoslavia | 0·27 | — | 0·27 | .. | .. |
| South and Central America | 3·19 | 1·94 | 1·25 | 0·26 | 2·93 |
| Of which: | | | | | |
| Argentine | 0·61 | 0·52 | 0·09 | 0·13 | 0·48 |
| Brazil | 0·28 | 0·09 | 0·19 | 0·06 | 0·22 |
| Mexico | 0·79 | 0·39 | 0·40 | .. | .. |
| TOTAL OF RETURNS RECEIVED | 73·02 | 26·50 | 46·52 | 14·33 | 58·69 |

**Table 3. Royalties and similar transactions – overseas expenditure by country and type, 1968.**

Summary of Returns Received — £ million

| Area or Country | All Royalties, etc. | | | Printed, etc., Royalties | Technological and Mineral Royalties |
|---|---|---|---|---|---|
| | Total Payments | Payments to Related Concerns | Payments to Unrelated Concerns | | |
| OVERSEAS STERLING AREA | 0·42 | 0·30 | 0·12 | 0·21 | 0·21 |
| Developed Countries | 0·14 | | .. | 0·06 | 0·08 |
| Developing Countries | 0·28 | .. | .. | .. | .. |
| NON-STERLING AREA | 65·64 | 40·71 | 24·93 | 7·08 | 58·56 |
| Of which: | | | | | |
| Canada | 0·29 | 0·18 | 0·11 | .. | .. |
| United States of America | 45·63 | 33·09 | 12·54 | 4·22 | 41·41 |
| Western Europe | 14·80 | 7·34 | 7·46 | 1·54 | 13·26 |
| Of which: | | | | | |
| EFTA | 6·01 | 2·93 | 3·08 | 0·34 | 5·67 |
| Of which: | | | | | |
| Denmark | 0·83 | .. | .. | 0·03 | 0·80 |
| Sweden | 1·28 | 0·39 | 0·89 | .. | .. |
| Switzerland | 3·63 | 2·04 | 1·59 | 0·27 | 3·36 |
| EEC | 8·69 | 4·40 | 4·29 | 1·15 | 7·54 |
| Of which: | | | | | |
| Belgium and Luxembourg | 0·59 | 0·18 | 0·41 | .. | .. |
| France | 4·17 | 2·96 | 1·21 | 0·54 | 3·63 |
| Italy | 1·10 | 0·19 | 0·91 | 0·10 | 1·00 |
| Netherlands | 1·09 | 0·82 | 0·27 | 0·07 | 1·02 |
| Western Germany | 1·74 | 0·26 | 1·48 | 0·27 | 1·47 |
| Japan | 0·04 | — | 0·04 | 0·01 | 0·03 |
| TOTAL OF RETURNS RECEIVED | 66·06 | 41·01 | 25·05 | 7·29 | 58·77 |

**Table 4. Receipts and payments of Royalty.**

Summary of returns received — £ million

| | Royalty Receipts (†) | Royalty Payments (‡) | Net Royalty Receipts (†) less (‡) |
|---|---|---|---|
| United Kingdom transactions with- | | | |
| THE UNITED STATES: | | | |
| Total Royalties | 20·4 | 45·6 | –25·2 |
| Related concerns | 5·1 | 33·1 | –28·0 |
| Unrelated concerns | 15·3 | 12·5 | 2·8 |
| Artistic Royalties | 4·5 | 4·2 | 0·3 |
| Technological and Mineral Royalties | 15·9 | 41·4 | –25·5 |
| Western Europe | | | |
| Total Royalties | 20·9 | 14·8 | 6·1 |
| Related concerns | 7·3 | 7·3 | — |
| Unrelated concerns | 13·6 | 7·5 | 6·1 |
| Artistic Royalties | 4·5 | 1·5 | 3·0 |
| Technological and Mineral Royalties | 16·4 | 13·3 | 3·1 |
| REST OF WORLD | | | |
| Total Royalties | 31·7 | 5·6 | 26·1 |
| Related concerns | 14·1 | 0·6 | 13·5 |
| Unrelated concerns | 17·6 | 5·0 | 12·6 |
| Artistic Royalties | 5·3 | 1·6 | 3·7 |
| Technological and Mineral Royalties | 26·4 | 4·0 | 22·4 |

**Table 5. Industry analysis of Royalties and similar transactions, 1968.**

Summary of returns received — £ million

| | Receipts | | | Expenditure | | |
|---|---|---|---|---|---|---|
| | Total | Related | Unrelated | Total | Related | Unrelated |
| ALL MANUFACTURING INDUSTRIES | 64·14 | 24·57 | 39·57 | 60·22 | 38·47 | 21·75 |
| Food, dink, tobacco | 7·86 | 5·44 | 2·42 | 1·74 | 1·02 | 0·72 |
| Chemical and Allied Industries | 24·08 | 5·70 | 18·38 | 11·73 | 7·60 | 4·13 |
| Electrical engineering | 8·60 | 3·97 | 4·63 | 14·95 | 11·46 | 3·49 |
| Non-electrical engineering | 4·89 | 3·17 | 1·72 | 13·50 | 9·53 | 3·97 |
| Ships, aircraft and vehicles including motir vehicles | 3·49 | 1·02 | 2·47 | 3·94 | 0·36 | 3·58 |
| Textile, clothing and footwear | 1·30 | 0·80 | 0·50 | 1·18 | 0·25 | 0·93 |
| Paper, printing and publishing | 1·83 | 0·68 | 1·15 | 1·62 | 0·76 | 0·86 |
| Other manufacturing industries | 12·08 | 3·78 | 8·30 | 11·54 | 7·48 | 4·06 |
| DISTRIBUTION AND OTHER ACTIVITIES | 8·88 | 1·93 | 6·95 | 5·84 | 2·54 | 3·30 |
| TOTAL OF RETURNS RECEIVED | 73·02 | 26·50 | 46·52 | 66·06 | 41·01 | 25·05 |

use patents, trade marks, designs, copyrights, etc., or for manufacturing rights and use of technical 'know-how'). Royalties, etc., on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil in respect of which payments were made to or from companies registered in the United Kingdom. Separate details for this category were not collected for 1968 and they were groups with 'technological' royalties. Royalties, rentals, etc., in respect of cinematograph film and television programme material are excluded.

The statistics relate to those payments and receipts which can be identified, and consequently fall short of providing a complete picture. Royalties, etc., included in the recorded value of United Kingdom imports and exports are excluded, e.g. where charges for royalties, etc., are incorporated in the contract price of capital goods, and cannot be separately distinguished. This omission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Another substantial omission from these figures consists of earnings from overseas affiliates which are included indistinguishably as part of direct investment income. A study of the effects of knowledge sharing between United Kingdom companies and related overseas concerns, which investigates the extent to which international groups gain from knowledge-sharing and how far the benefits to overseas affiliates are reflected in direct investment earnings rather than explicitly as royalty payments, is contained in 'Effects of United Kingdom Direct Investment Overseas. Final Report', by W. B. Reddaway, in collaboration with S. J. Potter and C. T. Taylor (Cambridge University Press, 1968).

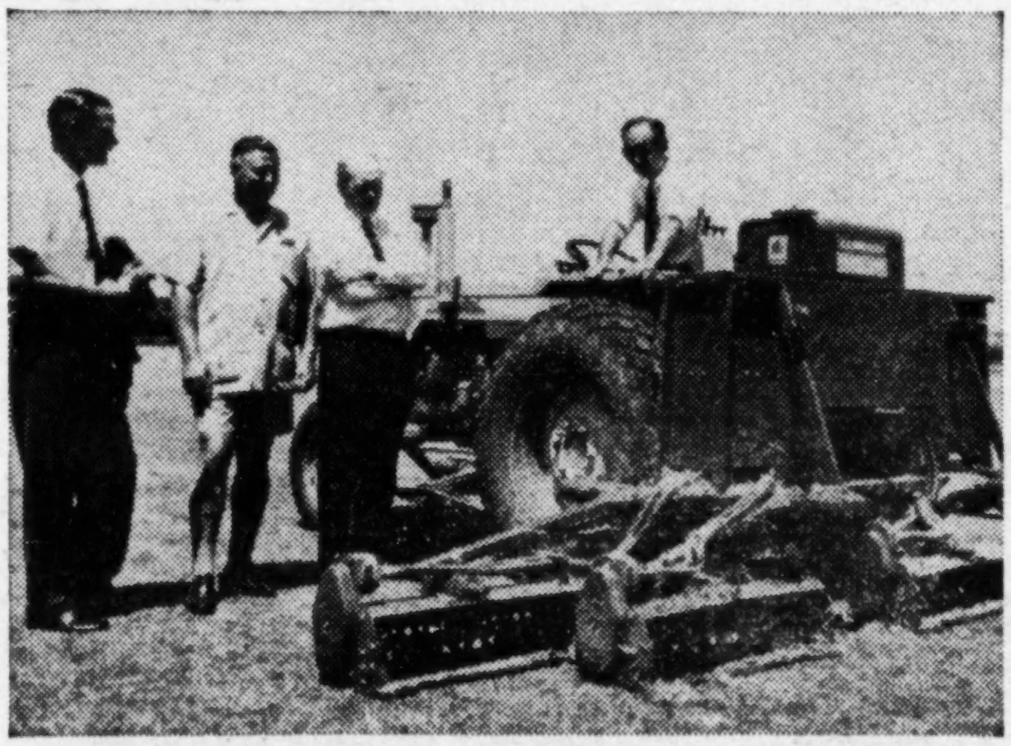
Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom or overseas tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included as have agency earnings of United Kingdom concerns and lump sums settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included.

Companies in this inquiry were asked to make returns for their accounting years if information was not available for calendar years.

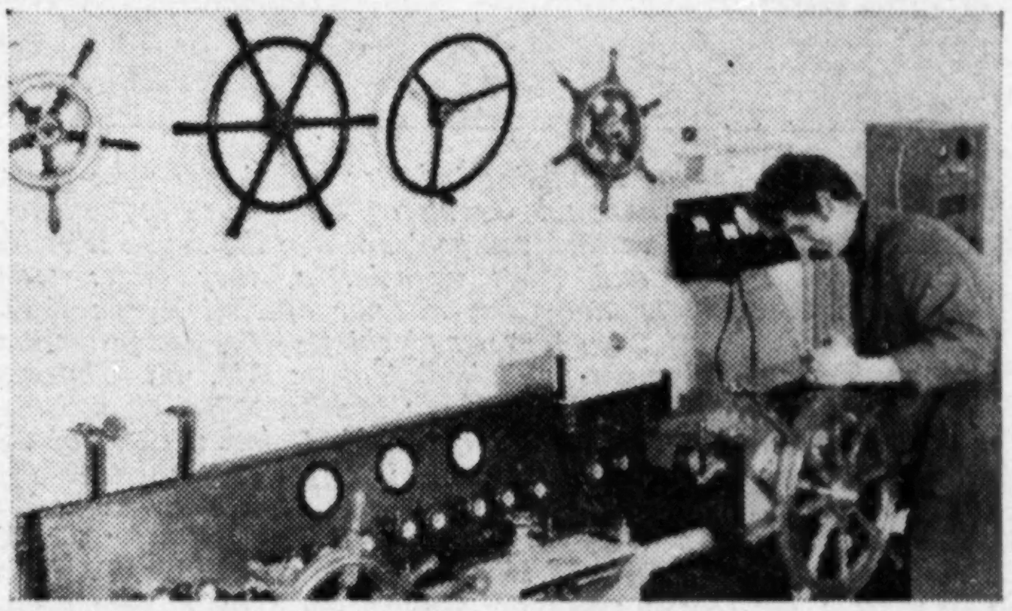
The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

The inquiry covered transactions between United Kingdom and overseas concerns (and individuals). These concerns could be related, i.e. parent companies, branches, subsidiaries or associates of the reporting companies, or not related in any way; transactions with these two categories were reported separately. In a few instances where separate returns were received for different parts of the same United Kingdom enterprise, the returns were combined for purposes of classification and compilation.

Returns were classified to industry according to the main activity of the United Kingdom business.



*Mr. Eric Ramsey, technical representative for Ransomes grass machinery division, pictured in South Africa demonstrating the revolutionary Hydraulic Power gang mower. Discussing features of the machine with him at the University of Pretoria are, left to right: the assistant airport manager Jan Smuts; the airport's maintenance supervisor, Mr. F. G. Catchpole, Ransomes general sales manager, and Mr. Ramsey on the machine.*



*S. M. Wills, marine hydraulic engineers of Weston-Super-Mare, sold approximately three times as many sets of steering gear in 1969 as in 1968. During the year, a leading Peruvian company (Pesquera Industrial Callao SA) ordered 55 sets for installation in fishing craft. Purchases were also made by companies in France, Belgium, Holland, Hong Kong, Iceland, the Channel Isles, Eire, Canada, Guyana, Venezuela, New Zealand, Malaysia, Burma, Dubai, British Solomon Islands, Mauritius, Pakistan and Malta.*


# Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*). No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*), No. 18 Work Flow in Batch Production **3s.** (3*s.* 3*d.*)

***Prices in brackets include postage.***

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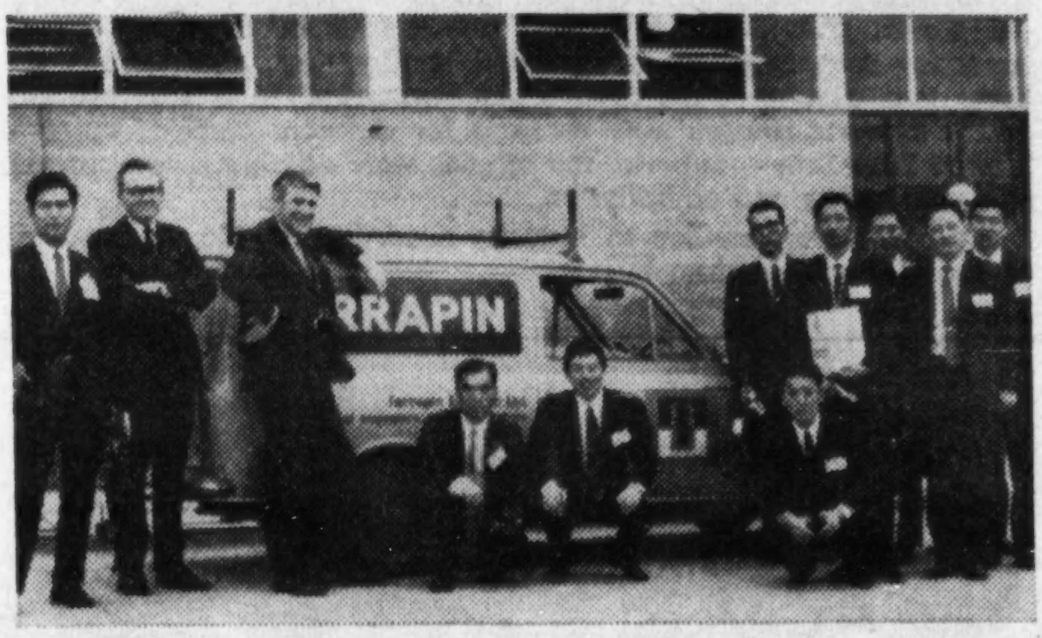
HMSO

# Deliveries and orders in the engineering industries

ALTHOUGH still provisional, figures are now available showing the path of production in 1969 in the mechanical, instrument and electrical engineering industries. The change in the comprehensive engineering inquiry form at the beginning of 1969 produced discontinuities between years but with a full year's data now available a better assessment of these changes is now possible.

The revised index numbers in Table 1 show a 5 per cent overall rise in production in 1969 for the three industries combined. Mechanical engineering rose by about 4 per cent, instrument engineering by 10 per cent and electrical by 6 per cent compared with 1968. Over the last quarter of 1969 mechanical engineering shows little apparent change, while both instrument and electrical engineering have declined slightly. The continued slow response in the inquiry means that these latest figures may well be subject to some revision.

This caution about the latest figures applies with even greater force to the January figures for the engineering industries given in Table 2. The decline in deliveries suggested by the latest three-monthly comparisons is difficult to reconcile with rising order books and the trend suggested by the comparison in this table between the third and fourth quarters of 1969 is more likely to reflect the actual state of affairs. The net new order figures suggest that the higher level attained in the fourth quarter of 1969 is being maintained.




*A party of nine Japanese building industry technicians were guests of the Terrapin International Group of Companies at Bletchley recently. Representing various companies within the Japan Wooden Prefabricated House and Parts Association, they were: team leader Mr. S. Ubukata, managing director of Fuji Kosan K.K.; Mr. S. Note, assistant team leader and chief of the design section, Nippon Terrapin Company Limited, Tokyo; Mr. K. Ubukata, factory manager of Fuji Kosan K.K.; Mr. H. Shiraishi, assistant manager of Shiraishi Bussan K.K.; Mr. T. Daimon, chief of the production planning and quality control section at Sanoya, Sangyo K.K.; Mr. T. Tanaka, factory manager of Nippon Door K.K.; Mr. Y. Kobayashi, president of Union House K.K. (Mark 45); Mr. K. Shimizu, assistant manager of Nippon Terrapin, and Mr. T. Nakamura, from the Osaka office of Nippon Terrapin. Picture shows them with Mr. J. Johnson, managing director of Terrapin Ltd. (third from right), Mr. A. H. I. Lonie (third from left), Terrapin's director of marketing and Mr. R. Leech (second from left), works manager.*

## DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

*Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.*

*The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 600 commodity headings); there are 188 specified countries for consignment.*

*The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).*

**Table 1. Engineering and electrical goods (SIC Orders VII, VIII and IX)**

Index numbers of the volume of production and exports

| | Production – Seasonally adjusted | | | | Exports |
|---|---|---|---|---|---|
| | Total | Mechanical Engineering (†) | Instrument Engineering (‡) | Electrical Engineering (§) | (‖) |
| | 1963 = 100 | | | | 1961 = 100 |
| 1963 | 100 | 100 | 100 | 100 | 106 |
| 1964 | 109 | 109 | 108 | 109 | 105 |
| 1965 | 113 | 115 | 120 | 109 | 111 |
| 1966 | 122 | 123 | 122 | 121 | 116 |
| 1967 | 126 | 123 | 123 | 129 | 113 |
| 1968 | 131 | 126 | 135 | 137 | 126 |
| 1969p | 138 | 131 | 148 | 145 | 140 |
| 1967 1st quarter | 123 | 125 | 119 | 122 | 123 |
| 2nd quarter | 127 | 123 | 121 | 127 | 123 |
| 3rd quarter | 126 | 122 | 126 | 128 | 103 |
| 4th quarter | 127 | 122 | 127 | 131 | 102 |
| 1968 1st quarter | 128 | 123 | 135 | 135 | 132 |
| 2nd quarter | 131 | 125 | 132 | 140 | 128 |
| 3rd quarter | 131 | 126 | 137 | 138 | 116 |
| 4th quarter | 132 | 129 | 135 | 137 | 127 |
| 1969 1st quarter | 134 | 127 | 146 | 142 | 126 |
| 2nd quarter | 137 | 132 | 151 | 142 | 141 |
| 3rd quarter | 140 | 132 | 151 | 149 | 136 |
| 4th quarterp | 139 | 133 | 145 | 147 | 153 |
| 1968 October | 132 | 129 | 135 | 137 | |
| November | 134 | 130 | 136 | 138 | |
| December | 131 | 128 | 134 | 136 | |
| 1969 January | 132 | 122 | 150 | 142 | |
| February | 133 | 128 | 141 | 138 | |
| March | 138 | 132 | 148 | 145 | |
| April | 135 | 128 | 153 | 143 | |
| May | 138 | 134 | 147 | 141 | |
| June | 137 | 133 | 154 | 141 | |
| July | 137 | 131 | 153 | 143 | |
| August | 139 | 131 | 151 | 149 | |
| September | 144 | 134 | 148 | 156 | |
| October p | 140 | 130 | 152 | 151 | |
| November p | 142 | 136 | 149 | 150 | |
| December p | 136 | 133 | 135 | 140 | |
| *Average* | | | | | |
| Latest 3 months | 139 | 133 | 145 | 147 | |
| Previous 3 months | 140 | 132 | 151 | 149 | |
| *Percentage change* | *– 1* | *+1* | *– 4* | *–2* | |

(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification.
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification.

**Table 2. Engineering industries (Orders VII, VIII and IX and Part Order XI (†) seasonally adjusted**

Index numbers of the volume of orders and deliveries (‡)

| | Total | | | Home | | | Export | | |
|---|---|---|---|---|---|---|---|---|---|
| | Orders on hand (end period) | Net new orders | Deliveries | Orders on hand (end period) | Net new orders | Deliveries | Orders on hand (end period) | Net new orders | Deliveries |
| | December 1963 (unadjusted = 100) | Average 1963 deliveries = 100 | | December 1963 (unadjusted = 100) | Average 1963 deliveries = 100 | | December 1963 (unadjusted = 100) | Average 1963 deliveries = 100 | |
| 1963 | 101 | 106 | 100 | 102 | 106 | 100 | 99 | 105 | 100 |
| 1964 | 119 | 122 | 109 | 120 | 125 | 113 | 118 | 113 | 102 |
| 1965 | 123 | 114 | 112 | 122 | 116 | 115 | 126 | 111 | 106 |
| 1966 | 118 | 115 | 119 | 117 | 118 | 121 | 120 | 108 | 112 |
| 1967 | 108 | 113 | 120 | 102 | 114 | 125 | 124 | 110 | 107 |
| 1968 | 108 | 125 | 125 | 99 | 127 | 129 | 133 | 120 | 115 |
| 1969 | 117 | 139 | 132 | 101 | 134 | 133 | 167 | 151 | 131 |
| 1967 1st quarter | 112 | 104 | 119 | 112 | 106 | 122 | 114 | 99 | 111 |
| 2nd quarter | 113 | 120 | 119 | 110 | 119 | 124 | 121 | 122 | 107 |
| 3rd quarter | 112 | 117 | 121 | 108 | 119 | 127 | 124 | 112 | 106 |
| 4th quarter | 108 | 109 | 119 | 102 | 111 | 126 | 124 | 104 | 105 |
| 1968 1st quarter | 107 | 119 | 121 | 100 | 119 | 125 | 128 | 120 | 110 |
| 2nd quarter | 104 | 118 | 127 | 98 | 124 | 130 | 124 | 108 | 117 |
| 3rd quarter | 104 | 125 | 125 | 96 | 122 | 128 | 130 | 132 | 118 |
| 4th quarter | 108 | 134 | 127 | 99 | 140 | 131 | 133 | 122 | 116 |
| 1969 1st quarter | 111 | 136 | 127 | 99 | 131 | 130 | 145 | 149 | 120 |
| 2nd quarter | 119 | 155 | 133 | 104 | 146 | 132 | 162 | 174 | 134 |
| 3rd quarter | 116 | 124 | 133 | 100 | 120 | 133 | 162 | 134 | 133 |
| 4th quarter p | 117 | 142 | 136 | 101 | 140 | 137 | 167 | 146 | 136 |
| 1968 October | 105 | 130 | 123 | 96 | 138 | 128 | 130 | 114 | 108 |
| November | 106 | 135 | 128 | 98 | 141 | 132 | 131 | 122 | 116 |
| December | 108 | 138 | 130 | 99 | 142 | 133 | 133 | 130 | 124 |
| 1969 January | 107 | 136 | 126 | 98 | 135 | 128 | 133 | 139 | 121 |
| February | 109 | 138 | 127 | 99 | 129 | 131 | 140 | 158 | 118 |
| March | 111 | 134 | 128 | 99 | 127 | 130 | 145 | 149 | 121 |
| April | 118 | 182 | 126 | 106 | 184 | 129 | 152 | 169 | 121 |
| May | 119 | 146 | 134 | 106 | 137 | 133 | 157 | 169 | 136 |
| June | 119 | 137 | 138 | 104 | 117 | 135 | 162 | 184 | 146 |
| July | 115 | 91 | 126 | 100 | 84 | 125 | 159 | 108 | 128 |
| August | 115 | 137 | 132 | 100 | 137 | 133 | 160 | 138 | 130 |
| September | 116 | 144 | 142 | 100 | 139 | 142 | 162 | 156 | 142 |
| October p | 116 | 144 | 140 | 100 | 141 | 140 | 164 | 153 | 140 |
| November p | 117 | 143 | 134 | 100 | 141 | 136 | 167 | 147 | 128 |
| December p | 117 | 138 | 136 | 101 | 138 | 134 | 167 | 139 | 139 |
| January p | 120 | 146 | 130 | 102 | 141 | 133 | 172 | 160 | 122 |
| *Average:* | | | | | | | | | |
| Latest three months | 120 | 142 | 133 | 102 | 140 | 135 | 172 | 149 | 130 |
| Previous three months | 116 | 142 | 138 | 100 | 139 | 138 | 164 | 149 | 137 |
| *Percentage change* (§) | *+3* | — | *- 4* | *+2* | *+1* | *- 3* | *+5* | — | *- 6* |

(†) Engineering and electrical goods (SIC Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part SIC Order XI).
(‡) At constant prices.
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

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# 1969 machine tools deliveries and orders reach record level

THE MINISTRY of Technology's provisional figures show new orders for machine tools in the last quarter of 1969 at nearly £60 million, bringing the total for the year to £212 million, which is more than £10 million above the figure predicted by the Ministry in March 1969.

Deliveries were nearly £170 million, leaving orders on hand at the end of the year at over £148 million.

Home new orders exceeded all predictions. Home production did not respond to the same extent, however, and was £103 million.

Export deliveries kept pace with new orders, both of which reached record levels.

**Numerically controlled machine tools**

Figures for the first nine months of 1969, given in Table 3, show deliveries 20 per cent above the same period of 1968. Exports were almost doubled.

Total new orders fell 5 per cent. This was entirely due to a drop of 17 per cent in home orders. Export orders rose 22 per cent.

**Table 1. Metal working machine tools orders and deliveries: recorded figures**

£ million

| | Deliveries | | | Orders outstanding (end of period) | | | Net new orders (†) | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1965 | 141·3 | 97·4 | 43·9 | 104·2 | 75·3 | 28·9 | 157·7 | 114·9 | 42·8 |
| 1966 | 149·1 | 105·6 | 43·5 | 100·6 | 71·1 | 29·5 | 145·5 | 101·3 | 44·2 |
| 1967 | 155·6 | 109·9 | 45·7 | 91·7 | 49·5 | 42·2 | 145·7 | 87·6 | 58·1 |
| 1968 | 153·1 | 99·9 | 53·2 | 105·5 | 56·4 | 49·1 | 166·9 | 106·7 | 60·2 |
| 1969 p | 162·3 | 103·4 | 65·4 | 148·4 | 83·2 | 65·2 | 211·7 | 130·2 | 81·5 |
| 1968 1st quarter | 39·3 | 25·3 | 14·0 | 93·3 | 50·1 | 43·2 | 40·9 | 25·8 | 15·1 |
| 2nd quarter | 34·0 | 22·1 | 11·9 | 96·8 | 52·6 | 44·2 | 37·6 | 24·6 | 13·0 |
| 3rd quarter | 38·1 | 24·5 | 13·6 | 101·5 | 53·9 | 47·6 | 42·8 | 25·8 | 17·0 |
| 4th quarter | 41·7 | 28·0 | 13·7 | 105·5 | 56·4 | 49·1 | 45·6 | 30·5 | 15·1 |
| 1969 1st quarter | 41·3 | 25·3 | 16·0 | 114·8 | 65·6 | 50·2 | 50·6 | 33·5 | 11·7 |
| 2nd quarter | 40·4 | 24·3 | 16·1 | 126·6 | 72·2 | 54·4 | 52·2 | 31·9 | 20·3 |
| 3rd quarter | 43·7 | 27·8 | 15·9 | 133·0 | 76·3 | 56·7 | 50·0 | 31·8 | 18·2 |
| 4th quarter p | 43·5 | 26·1 | 17·4 | 148·4 | 83·2 | 65·2 | 58·9 | 33·0 | 25·9 |
| 1968 January | 13·3 | 9·3 | 4·0 | 96·1 | 51·4 | 44·7 | 17·8 | 11·2 | 6·6 |
| February | 11·8 | 7·6 | 4·2 | 95·5 | 52·2 | 43·3 | 11·1 | 8·3 | 2·8 |
| March | 14·2 | 8·4 | 5·8 | 93·3 | 50·1 | 43·2 | 12·0 | 6·3 | 5·7 |
| April | 10·5 | 6·8 | 3·7 | 94·4 | 51·8 | 42·6 | 11·6 | 8·5 | 3·1 |
| May | 11·9 | 7·6 | 4·3 | 97·5 | 53·9 | 43·6 | 15·0 | 9·7 | 5·3 |
| June | 11·7 | 7·7 | 4·0 | 96·8 | 52·6 | 44·2 | 11·0 | 6·5 | 4·5 |
| July | 13·6 | 8·8 | 4·8 | 99·1 | 54·0 | 45·1 | 15·9 | 10·2 | 5·7 |
| August | 11·0 | 7·3 | 3·7 | 100·4 | 54·8 | 45·6 | 12·3 | 8·1 | 4·2 |
| September | 13·4 | 8·3 | 5·1 | 101·5 | 53·9 | 47·6 | 14·6 | 7·5 | 7·1 |
| October | 12·1 | 7·8 | 4·3 | 106·6 | 56·5 | 50·1 | 17·1 | 10·4 | 6·7 |
| November | 12·9 | 8·4 | 4·5 | 107·0 | 57·6 | 49·4 | 13·4 | 9·6 | 3·8 |
| December | 16·7 | 11·8 | 4·9 | 105·5 | 56·4 | 49·1 | 15·1 | 10·5 | 4·6 |
| 1969 January | 14·3 | 9·7 | 4·6 | 109·0 | 57·8 | 51·2 | 17·8 | 11·0 | 6·8 |
| February | 12·1 | 7·0 | 5·1 | 110·8 | 60·1 | 50·8 | 14·0 | 9·4 | 4·6 |
| March | 14·9 | 8·6 | 6·3 | 114·8 | 64·6 | 50·2 | 18·8 | 13·1 | 5·7 |
| April | 11·1 | 6·5 | 4·6 | 119·1 | 67·7 | 51·4 | 15·4 | 9·6 | 5·8 |
| May | 14·3 | 9·0 | 5·3 | 123·0 | 70·5 | 52·5 | 18·2 | 11·8 | 6·4 |
| June | 15·0 | 8·8 | 6·2 | 126·6 | 72·2 | 54·4 | 18·6 | 10·5 | 8·1 |
| July | 14·3 | 9·3 | 5·0 | 127·5 | 71·2 | 56·3 | 15·2 | 8·3 | 6·9 |
| August | 11·4 | 7·0 | 4·4 | 133·0 | 75·9 | 57·1 | 16·8 | 11·6 | 5·2 |
| September | 18·0 | 11·5 | 6·5 | 133·0 | 76·3 | 56·7 | 18·0 | 11·9 | 6·1 |
| October p | 15·0 | 9·3 | 5·7 | 140·1 | 79·1 | 61·0 | 22·1 | 12·1 | 10·0 |
| November p | 13·5 | 7·8 | 5·7 | 145·4 | 81·5 | 63·9 | 18·8 | 10·2 | 8·6 |
| December p | 15·0 | 9·0 | 6·0 | 148·4 | 83·2 | 65·2 | 18·0 | 10·7 | 7·3 |
| January-December 1969 p | 168·8 | 103·4 | 65·4 | 148·4 | 83·2 | 65·2 | 211·7 | 130·2 | 81·5 |
| January-December 1968 | 153·1 | 99·9 | 53·2 | 105·5 | 56·4 | 49·1 | 166·9 | 106·7 | 60·2 |
| *Percentage change* | *10* | *4* | *23* | *41* | *48* | *33* | *27* | *22* | *35* |

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.


# Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

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## Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

| | Deliveries | | | Orders outstanding (end of period) | | | New net orders (†) | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1965 | 141·3 | 97·4 | 43·9 | 104·2 | 75·8 | 28·4 | 157·7 | 114·9 | 42·8 |
| 1966 | 149·1 | 105·6 | 43·5 | 100·6 | 71·6 | 29·0 | 145·5 | 101·3 | 44·2 |
| 1967 | 155·6 | 109·9 | 45·7 | 90·7 | 49·3 | 41·4 | 145·7 | 87·6 | 58·1 |
| 1968 | 153·1 | 99·9 | 53·2 | 104·5 | 56·2 | 48·3 | 166·9 | 106·7 | 60·2 |
| 1969 p | 168·8 | 103·4 | 65·4 | 148·4 | 83·2 | 65·2 | 211·7 | 130·2 | 81·5 |
| 1968 1st quarter | 36·6 | 24·1 | 12·5 | 94·3 | 51·1 | 43·2 | 40·2 | 25·8 | 14·4 |
| 2nd quarter | 36·5 | 23·5 | 13·0 | 94·8 | 54·4 | 43·4 | 37·0 | 23·8 | 13·2 |
| 3rd quarter | 39·5 | 25·3 | 14·2 | 99·3 | 53·5 | 45·8 | 44·0 | 27·4 | 16·6 |
| 4th quarter | 40·5 | 27·0 | 13·5 | 104·5 | 56·2 | 48·3 | 45·7 | 29·7 | 16·0 |
| 1969 1st quarter | 38·4 | 24·0 | 14·4 | 118·3 | 66·4 | 51·9 | 51·2 | 34·0 | 17·2 |
| 2nd quarter | 43·2 | 25·6 | 17·6 | 127·2 | 72·0 | 55·2 | 52·1 | 31·2 | 20·9 |
| 3rd quarter | 44·8 | 28·3 | 16·5 | 135·7 | 78·7 | 57·0 | 53·1 | 34·8 | 18·3 |
| 4th quarter p | 42·3 | 25·5 | 16·8 | 148·4 | 83·2 | 65·2 | 55·2 | 30·1 | 25·1 |
| 1968 January | 12·9 | 8·8 | 4·1 | 93·7 | 50·7 | 43·0 | 16·0 | 10·2 | 5·8 |
| February | 12·3 | 8·2 | 4·1 | 94·4 | 51·3 | 43·1 | 12·9 | 8·8 | 4·1 |
| March | 11·4 | 7·1 | 4·3 | 94·3 | 51·1 | 43·2 | 11·3 | 6·8 | 4·5 |
| April | 12·2 | 8·0 | 4·2 | 94·0 | 51·2 | 42·8 | 12·0 | 8·1 | 3·9 |
| May | 12·0 | 7·6 | 4·4 | 95·1 | 52·1 | 43·0 | 13·0 | 8·4 | 4·6 |
| June | 12·8 | 7·9 | 4·4 | 94·8 | 51·4 | 43·4 | 12·0 | 7·3 | 4·7 |
| July | 14·6 | 9·4 | 5·2 | 94·8 | 51·2 | 43·6 | 14·7 | 9·2 | 5·5 |
| August | 12·6 | 8·4 | 4·2 | 97·2 | 52·0 | 45·2 | 14·9 | 9·2 | 5·7 |
| September | 12·3 | 7·5 | 4·8 | 99·3 | 53·5 | 45·8 | 14·4 | 9·0 | 5·4 |
| October | 12·8 | 8·3 | 4·5 | 103·4 | 56·2 | 47·2 | 16·8 | 10·9 | 5·9 |
| November | 12·7 | 8·3 | 4·4 | 104·0 | 56·6 | 47·4 | 13·4 | 8·8 | 4·6 |
| December | 15·0 | 10·4 | 4·6 | 104·5 | 56·2 | 48·3 | 15·5 | 10·0 | 5·5 |
| 1969 January | 13·9 | 9·1 | 4·8 | 107·5 | 57·3 | 50·2 | 15·9 | 10·0 | 5·9 |
| February | 12·5 | 7·7 | 4·8 | 111·6 | 59·4 | 52·2 | 16·6 | 9·8 | 6·8 |
| March | 12·0 | 7·2 | 4·8 | 118·3 | 66·4 | 51·9 | 18·7 | 14·2 | 4·5 |
| April | 12·9 | 7·5 | 5·4 | 121·6 | 68·6 | 53·6 | 16·2 | 9·1 | 7·1 |
| May | 14·3 | 9·0 | 5·3 | 123·0 | 69·3 | 53·7 | 15·7 | 10·3 | 5·4 |
| June | 16·0 | 9·1 | 6·9 | 127·2 | 72·0 | 55·2 | 20·2 | 11·8 | 8·4 |
| July | 15·4 | 9·9 | 5·5 | 125·9 | 69·5 | 56·4 | 14·1 | 7·4 | 6·7 |
| August | 13·0 | 8·0 | 5·0 | 133·1 | 74·6 | 58·5 | 20·0 | 13·0 | 7·0 |
| September | 16·4 | 10·4 | 6·0 | 135·7 | 78·7 | 57·0 | 19·0 | 14·4 | 4·6 |
| October p | 15·7 | 9·8 | 5·9 | 139·6 | 80·6 | 59·0 | 19·6 | 11·7 | 7·9 |
| November p | 13·1 | 7·7 | 5·4 | 144·6 | 81·7 | 62·9 | 18·1 | 8·8 | 9·3 |
| December p | 13·5 | 8·0 | 5·5 | 148·4 | 83·2 | 65·2 | 17·5 | 9·6 | 7·9 |
| Average of the latest 3 months p | 14·1 | 8·5 | 5·6 | 148·4 | 83·2 | 65·2 | 18·4 | 10·0 | 8·4 |
| Average of the previous 3 months | 14·9 | 9·4 | 5·5 | 135·7 | 78·7 | 57·0 | 17·7 | 11·6 | 6·1 |
| *Percentage change* | *– 5* | *–10* | *2* | *9* | *6* | *14* | *4* | *–14* | *38* |

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

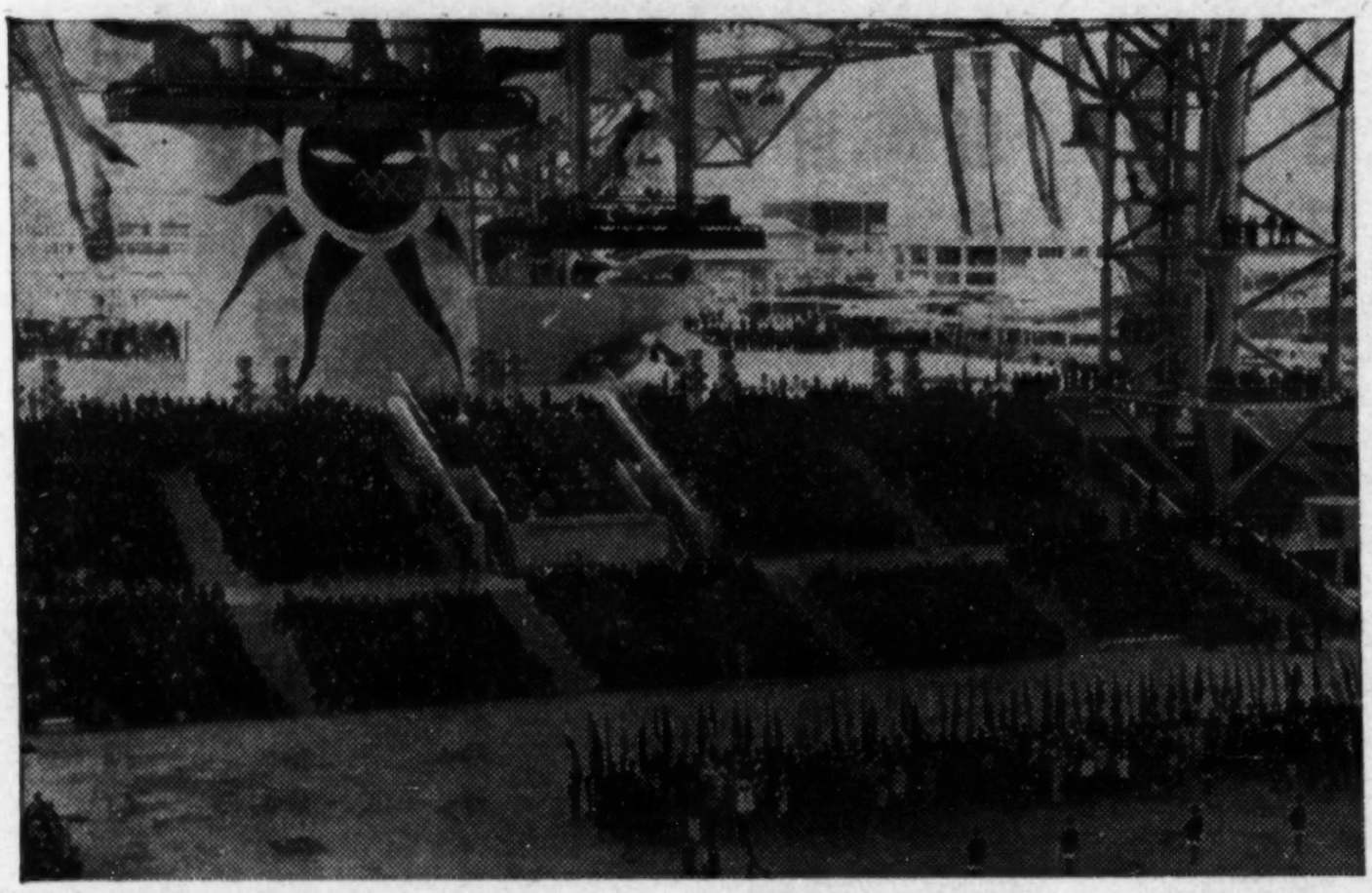
## Table 3. Numerically controlled metal working machine tools

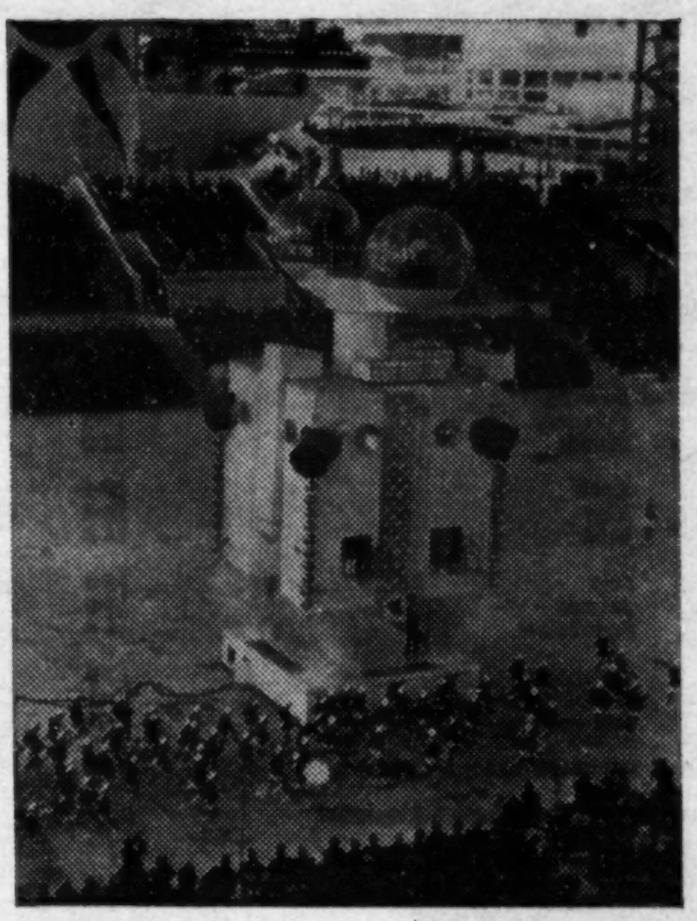
| | Deliveries during the quarter | | | | | | New orders received during the quarter | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | | Home | | Export | | Total | | Home | | Export | |
| | No. | Value Thous. | No. (†) | Value Thous. | No. (†) | Value Thous. | No. | Value Thous. | No. | Value Thous. | No. | Value Thous. |
| 1966 | 323 | 4,161 | | 3,257 | | 904 | 460 | 7,413 | 319 | 4,620 | 141 | 2,793 |
| 1967 | 458 | 7,503 | | 4,969 | | 2,534 | 469 | 10,429 | 368 | 6,741 | 101 | 3,688 |
| 1968 | 558 | 11,875 | 449 | 9,328 | 109 | 2,547 | 505 | 14,231 | 375 | 9,689 | 130 | 4,542 |
| 1966 1st quarter | 54 | 728 | | 703 | | 25 | 118 | 1,814 | 83 | 1,245 | 35 | 569 |
| 2nd quarter | 90 | 1,026 | | 889 | | 137 | 145 | 2,131 | 90 | 1,170 | 55 | 961 |
| 3rd quarter | 85 | 1,061 | | 669 | | 392 | 111 | 1,961 | 78 | 1,093 | 33 | 868 |
| 4th quarter | 94 | 1,346 | | 996 | | 350 | 86 | 1,506 | 68 | 1,111 | 18 | 395 |
| 1967 1st quarter | 93 | 1,324 | | 1,002 | | 322 | 89 | 1,745 | 77 | 1,236 | 12 | 509 |
| 2nd quarter | 112 | 1,385 | | 1,077 | | 308 | 124 | 3,577 | 88 | 1,442 | 36 | 2,135 |
| 3rd quarter | 114 | 2,172 | | 1,236 | | 936 | 121 | 2,473 | 98 | 1,963 | 23 | 510 |
| 4th quarter | 139 | 2,622 | | 1,654 | | 968 | 135 | 2,635 | 105 | 2,103 | 30 | 532 |
| 1968 1st quarter | 157 | 3,322 | 122 | 2,462 | 35 | 860 | 91 | 2,075 | 80 | 1,853 | 11 | 222 |
| 2nd quarter | 110 | 1,976 | 86 | 1,542 | 24 | 434 | 149 | 4,904 | 113 | 3,342 | 36 | 1,562 |
| 3rd quarter | 129 | 3,025 | 106 | 2,402 | 23 | 623 | 147 | 4,496 | 103 | 2,741 | 44 | 1,755 |
| 4th quarter | 162 | 3,552 | 135 | 2,922 | 27 | 630 | 118 | 2,757 | 79 | 1,753 | 39 | 1,004 |
| 1969 1st quarter | 123 | 2,995 | 92 | 2,164 | 31 | 831 | 163 | 3,627 | 127 | 2,599 | 36 | 1,028 |
| 2nd quarter | 140 | 4,012 | 95 | 2,395 | 45 | 1,617 | 149 | 3,022 | 95 | 1,784 | 54 | 1,238 |
| 3rd quarter | 133 | 3,010 | 86 | 2,745 | 47 | 1,265 | 161 | 4,276 | 92 | 2,212 | 69 | 2,064 |
| 4th quarter | | | | | | | | | | | | |
| January-September 1969 | 396 | 10,017 | 273 | 7,304 | 123 | 3,713 | 543 | 10,925 | 314 | 6,595 | 159 | 4,330 |
| January-September 1968 | 396 | 8,323 | 314 | 6,406 | 83 | 1,917 | 387 | 11,475 | 296 | 7,936 | 91 | 3,539 |
| *Percentage change* | N/C | *20* | *–13* | *14* | *50* | *94* | *40* | *– 5* | *6* | *17* | *75* | *22* |

(†) Prior to 1968 numbers were not collected.

# Exhibitions and Fairs

## EXPO 70 — OPENING CEREMONIES IN OSAKA





*Left: Opening ceremony of the Japan World Exposition, Expo 70, in Osaka on March 14. Right: The climax of the ceremony, when 'Deku', the huge robot, moves on to the Festival Plaza, surrounded by dancing children.*

## *Leipzig Spring Fair as centre for world trade*

**by A. F. Byart, Overseas Directorate, Confederation of British Industry**

JUST UNDER 250 British firms were represented at the Leipzig Spring Fair this year (March 1 to 10) which was considerably fewer than in previous years. This may have been, at least in part, because of the new policy of the authorities in spreading the technical industries over the two fairs (spring and autumn). The chemical companies, for example, which in the past have taken large stands were represented at most by a small office; many, however, were not present this time at all.

The majority of British exhibitors in the technical fair were grouped with their competitors according to the type of equipment shown, whilst the remainder were in the British Pavilion. There was also a very large exhibition of consumer goods situated in the main shopping centre in the town itself.

The general level of attendance reported by British firms seems to have been somewhat lower than in previous years, although the proportion of serious interest which resulted from visits to stands was probably higher. Many firms reported extremely favourably on both the number of firm inquiries they received and the wide range of countries from which they came.

Leipzig must now be thought of as a centre not only for East-West trade but also for world trade. Many of the developing countries which are at present active in extending their trade relations with the Comecon markets were represented, and some British firms this year were able to profit from new trade with them. Edgar Pickering Ltd., of Blackburn, for example, sold a plant to Cyprus during the course of the fair.

For the first time for some years members of the Board of Trade were present in an unofficial capacity at the fair. Mr. B. E. P. MacTavish, assistant secretary in the Commercial Relations and Exports Department, went to assess at first-hand the significance of the fair in the development of British trade with East Germany and Mr. Robert Edmondson of the Fairs and Promotions Branch went to study the organization of the Fair and how it compared with other international trade fairs. Both officials also had the opportunity to see how our main Western European competitors are operating in the East German market and to what extent official and semi-official bodies are providing services to their exporters.

Firm plans for a French trade office to be set up next month in East Berlin and serious discussions for a similar project by the Italian ICE for foreign trade promotion were announced during the fair.

The British Pavilion came under criticism from many British exhibitors who felt that the general design and layout of the stands and the condition of the pavilion itself were well below the standard required for a representational exhibition of British industry at 'one of the world's great fairs' (the words of Mr. B. E. P. MacTavish in his comment to journalists during his visit).

The value of orders placed during the fair was lower this year than last, and was largely due to a change in the buying policy of the East German foreign trade organizations. In the past buying authorities have had special budgets for the duration of the fair, but buying is now spread more evenly over the year. Nevertheless, several substantial orders were declared at the close of the fair.

There is no doubt at all that the three year trade agreement signed by the Confederation of British Industry and the East German Chamber of Foreign Trade has helped to improve the climate for trade between the United Kingdom and East Germany.

All East German officials in both the Chamber and the Ministry of Foreign Trade welcomed this as a basis for a substantial increase in two-way trade. Certainly it seems that, if the British performance in the East German market continues to improve at its present rate, last year's deficit of £2 million in the balance between the two countries could well be turned into a surplus.

*Racing car driver Jackie Stewart opens 'Motor-70,' Malmo, in which 23 British firms took part in a Board of Trade joint venture.*

*The Italian distributor for the Phonographic/Ruffler and Walker Group, Signor R. Mauro of Milan (left), pictured with PRW director, Michael Green, as he finalizes an order for Phonographic's new Red Arrows amusement machine at the recent Northern Amusement and Coin Operated Equipment Exhibition at Blackpool.* (Picture by courtesy of *The World's Fair.*)

## EXPORT INFORMATION CENTRE

*The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.*

# *British products break new ground in Paris*

Goods to the value of over £200,000 were bought in for the British store promotion at the Paris store of La Samaritaine which ended recently. The products of some 140 British manufacturers were displayed on the fifth floor of the store, in an area of about 1,600 square metres, making this the largest selection of British goods ever to be displayed in a single French store.

The store had previously carried very few British products and had no direct contacts with British manufacturers. The main object of the promotion, therefore was to test consumer reaction to British merchandise with a view to finding popular new products to put on the shelves. Having a larger floor space than any other store in Paris, La Samaritaine are actively seeking to diversify their lines by upgrading the quality of some of their merchandise.

An aggressive publicity campaign over the radio, in the press and on posters in most underground stations, and a willingness to experiment with new lines alongside the old-established favourites, characterized the store's own contribution to the success of this marketing exercise, which attracted record crowds to the promotion.

In many lines, the store found that demand for British goods far exceeded its expectations, and re-orders had to be placed. Foodstuffs, as always in British store promotions in France, sold particularly well, and re-orders had to be taken for teas, biscuits, sweets, chocolate, jams and marmalade, slab cake, meals in tins, and custard. Samples of British cheese were available to customers, and this fostered the already considerable demand. Attractive mini-kilted girls helped to promote the sale of an unusually wide range of Scotch whiskies, and British beers were on sale on more than one counter.

Clothing also sold well. All ties and handkerchiefs were sold out in the first few days of the promotion, and sweaters, pullovers, scarves, tartan kilted skirts, men's dressing gowns and cabans (short dark blue coats for men) and mohair rugs all moved well.

Giftware and novelties which were successful included leather goods, plastic table mats, silverware and brassware, kitchen cutlery and gadgets, anodized aluminium-ware, metal trays and waste-paper baskets, pipes and leather cigarette cases, costume dolls and decorative light fittings.

A brisk demand was found for a number of items of china and glassware, while sales of a wide range of toiletries and cosmetics, including towel squares, fabric toilet bags, souvenir aprons and teacloths, were good.

British furniture was given a reception which gratified the store's management, with dark-stained reproduction furniture, especially leather-topped occasional tables and writing desks, which had to be re-ordered, selling best. Lighter coloured and modern upholstered furniture also sold well.

The promotion was opened by Mr. J. S. Rook, Minister (Economic) at the British Embassy, Paris, to the music of two pipers from the 2nd Batallion of Scots Guards. During the event, English-style meals and teas were served in a fifth-floor restaurant, customers being entertained by a floor-show which included displays of Scottish dancing. A small British pub was also set up which provided British beer and snacks. Window displays and loud speaker announcements put on by the store were backed up by the display material provided by the Board of Trade, which included a large-scale model of Eros serving as a centrepiece, and a welter of flags, banners and London street signs.

The active co-operation of the store, the response of British manufacturers, and the commercial success of the event augur well for future British sales in France.

## A LIBRARY FOR EXPORTERS

*Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

*The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).*

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# *Britain's racing cars dominate Malmo motor show*

**A report from the British Consulate, Malmo**

No FEWER than 23 British firms took part in a joint venture sponsored by the Society of Motor Manufacturers and Traders and the Board of Trade at 'Motor-70', Malmo, from February 28 to March 8.

The exhibition, held for the second time running, is the largest of its kind in Sweden, and the emphasis is entirely in the field of racing cars, automotive parts and accessories, tuning equipment, motor cycles, 'go-carts', etc. This year's exhibition was much larger than the one held in 1969, and obviously appealed tremendously to motor sport enthusiasts. The exhibition as such was dominated by the presence of British firms, who are generally accepted in Sweden to lead the way in competition car design and construction and in the manufacture of a wide range of accessories, tuning equipment and proven parts.

It was opened officially by Jackie Stewart, who told an enthusiastic crowd that in his opinion it was one of the best 'racing car' shows he had seen. Other internationally known racing drivers and rally drivers were also present to give glamour to the occasion.

The British exhibits were mainly of a 'sporting' nature, and we were showing practically everything in accessories and automotive parts such as keyfobs, exhaust systems, steering wheels, steel/alloy wheels, racing and rally clothing, engine tuning products, components, garage equipment, car conversions, formula racing cars, and even a dragster.

About 70,000 people visited the exhibition during the nine days, mainly the general public, with the attendance concentrated during the two weekends. There was inevitably a marked fall-off of attendance during the weekdays, but the organizers reported that about 5,000 trade buyers and trade representatives were checked in during the period the exhibition was open. Visitors were reported to have come from all over Scandinavia.

The British participants in the main expressed themselves as being satisfied with the interest shown in their products and hoped that good business would result from their participation in the exhibition. One of our participants was said to have obtained an order for silencers valued at £3,000 from a single customer. Several firms were either successful or hopeful in appointing agents to handle their products, and those already represented in Sweden were able to cement relations and discuss future marketing methods. March Engineering Ltd., who were exhibiting their new formula 3 (703) racing car, are reported to have already received orders for seven of their cars in Sweden.

Although the main emphasis was on racing cars and motor sport generally, it was interesting to note that local dealers were able to display a range of Lotus cars, Aston Martins, the latest type Morgan, and for the first time in Sweden, two Jensen models which attracted considerable attention. The dealer responsible for showing the Jensen cars received about 12 serious inquiries from potential buyers who wished to have 'test-runs' after the exhibition was over.

Mr. R. F. G. Taylor, British Consul in Malmo, attended the exhibition on the opening day and on other occasions during the nine days, and Mr. J. D. W. Gent, secretary of the Society of Motor Manufacturers and Traders, was present on the opening day and talked with British firms in the joint venture group and other exhibitors.

The exhibition was well advertised in the local press and the newspapers gave very favourable reports. The interest shown in motor sport in Sweden is ever increasing and the organizers are already planning an even larger exhibition for 1971.

## PUBLICITY FOR TRADE FAIRS OVERSEAS

*Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.*

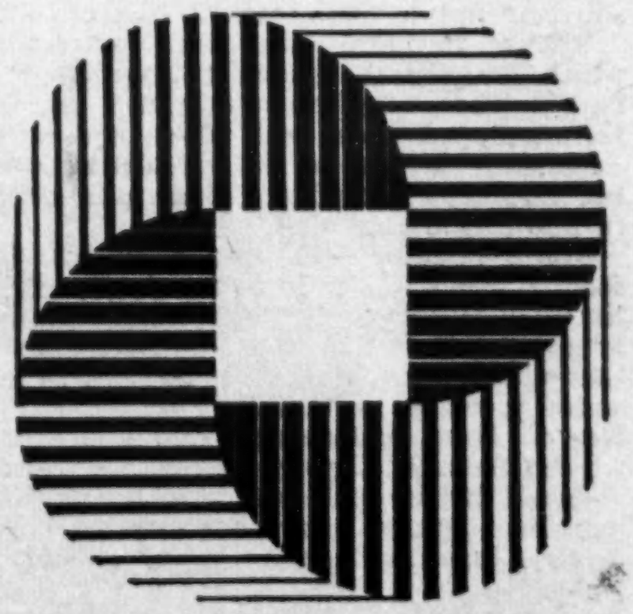
*But Commercial Representatives must receive material on events* **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

## *Mr Wedgwood Benn to open Electrex '70*

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, will open Electrex '70, the XVth International Electrical Engineers' Exhibition, at Earl's Court on April 8. An illustrated preview of the exhibition appeared on pages i to xx of the *Board of Trade Journal* of March 18.


# Milan Trade Fair

**12 days of general trade fair**
**292 days of specialized trade shows**



Figures speak for themselves. Here then is the picture of Milan's last annual May-April exhibition cycle: 43 specialized trade shows as well as the general trade fair □ 23,797 exhibitors □ over 1.3 million sq. yds. of display sites and premises □ 90 countries sending exhibitors □ 74 countries officially participating □ 4,260,271 visitors from 137 countries of all continents.

Plan a visit to Milan Trade Fair between 14 and 25 April next. Make a point of coming to the specialized trade show that covers your line of business.

The Advance Catalogue, listing 80% of all exhibits shown at the big April trade fair, will be issued on February 1st. Its detailed index of commercial items is in Italian, English, French, German and Spanish.

Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411.

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# Opportunities for exporters—calls for tender

*Brief details are given below of some Calls for Tender reported in recent issues of the* **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

*Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies - see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

**Note:** *An asterisk in the text indicates that documents may be borrowed.*

*The date given in the announcement is the last date for the receipt of bids.*

*All inquiries should be addressed to the Editor,* **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

*Lily Cups and Containers (England) Ltd., Liverpool, has made specially printed disposable printed paper cups which are being used by thousands of spectators for hot beverages at the International Ski Week, Oslo. Mr. Carl Zindel, Lily export manager, said that the orders had been obtained against strong competition from abroad.*

**AFGHANISTAN**

**Bulletin 50/70**
AGRICULTURAL DEVELOPMENT BANK:
*2s. Pumps. April 15. E.S.B. 53847/70/J.

**ALGERIA**

**Bulletin 52/70**
ALGERIAN MINISTRY OF PUBLIC WORKS AND HYDRAULICS:
Feasability Study of Barrage Schemes. April 10. E.S.B. 54100/70/J.

**Bulletin 54/70**
SARPI:
Typewriters and Calculating Machines Manufacturing Plant. April 30. E.S.B. 54220/70/J.

**ANGOLA (PORTUGUESE WEST AFRICA)**

**Bulletin 54/70**
PROVINCIAL DIRECTOR OF PUBLIC WORKS AND TRANSPORT:
Lifts. April 15. E.S.B. 54187/70/J.

**ARGENTINA**

**Bulletin 50/70**
AGUA Y ENERGIA ELECTRICA:
Generating Set. May 5. E.S.B. 53849/70/J.
FERROCARVILES ARGENTINOS:
*126s. Railway Signalling Equipment. May 15. E.S.B. 53864/70/J.
ARGENTINE NAVAL AUTHORITIES:
Feasibility Study for Hospital. Closing date not stated. E.S.B. 53865/70/J.

**Bulletin 51/70**
OBRAS SANITARIAS DE LA NACION:
*2s. (In Spanish.) Construction of Clarifiers, Filter, Coagulant Factory and Complementary Building. (Further Information.) E.S.B. 53588/70/J.

**Bulletin 53/70**
SERVICIOS ELECTRICOS DEL GRAN B.A.:
Fuses and Street Lamps. April 22. E.S.B. 54171/70/J.

**Bulletin 55/70**
MINISTRY OF DEFENCE:
Ammunition Manufacturing Plant. May 27. E.S.B. 54124/70/J.

**AUSTRALIA**

**Bulletin 50/70**
CAIRNS REGIONAL ELECTRICITY BOARD:
*27s. Heat Exchangers. April 15. E.S.B. 53856/70/J.
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*39s. Power Cable and Cable Boxes. April 22. E.S.B. 53866/70/J.

**Bulletin 51/70**
DIRECTORATE-GENERAL OF SUPPLY:
Electric Testing Instruments. April 14. E.S.B. 53870/70/J.
ENGINEERING AND WATER SUPPLY DEPARTMENT:
*75s. Pumping Plant. April 30. E.S.B. 53956/70/J.
TOOWOOMBA CITY COUNCIL:
*71s. Ion Exchange Plants. May 13. E.S.B. 53871/70/J.
ENGINEERING AND WATER SUPPLY DEPARTMENT:
*97s. Sewage Treatment Works. May 7. E.S.B. 53957/70/J.

**Bulletin 52/70**
METROPOLITAN WATER SEWAGE AND DRAINAGE BOARD:
Pumping Units. April 28. E.S.B. 54101/70/J.

**BARBADOS**

**Bulletin 51/70**
MINISTRY OF FINANCE:
*22s. Steel-Framed Buildings. Closing date not stated. E.S.B. 54040/70/J.

**Bulletin 54/70**
Steel Bars. April 8. E.S.B. 54176/70/J.

**BELGIUM**

**Bulletin 51/70**
SHAPE:
*Telephone Patch Units. April 28. E.S.B. 53892/70/J.

**BOLIVIA**

**Bulletin 51/70**
YACIMIENTOS PETROLIFEROS FISCALES BOLIVIANOS:
*5s. Rail Tank Cars. April 29. E.S.B. 53955/70/J.

**BRAZIL**

**Bulletin 50/70**
STATE SECRETARIAT OF EDUCATION, SAO PAULO:
*Equipment for Technical College. Closing date postponed to May 5. (Further Information.) E.S.B. 48412/69/J.
AMAZONAS STATE BIDDING COMMISSION:
Caesium, Cobalt and X-ray Equipment, Radium Cylinder. April 15. E.S.B. 53850/70/J.

**Bulletin 51/70**
COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILERAS:
*Communication Equipment. June 4. E.S.B. 53965/70/J.

**BURMA**

**Bulletin 50/70**
MYANMA EXPORT-IMPORT CORPORATION:
*5s. Valves. April 12. E.S.B. 53808/70/J.
*3s. Sodium Hexametaphosphate. April 13. E.S.B. 53809/70/J.
*20s. Electrical Supplies; Metals; Sundry Stores. April 30. E.S.B. 53810/70/J.

**Bulletin 51/70**
UNION OF BURMA RAILWAY BOARD:
*Springs. April 27. E.S.B. 53972/70/J.
*Sanitaryware. April 27. E.S.B. 53971/70/J.
*2s. Artist and Paint Brushes. April 7. E.S.B. 53970/70/J.
*Glass Panes, Mirrors. April 9. E.S.B. 53968/70/J.
PEOPLE'S PEARL AND FISHERY BOARD:
*6s. Hand Tools. April 21. E.S.B. 53969/70/J.

**Balletin 52/70**
UNION OF BURMA RAILWAY BOARD:
*Rolling Stock Wheels and Axles. April 24. E.S.B. 53967/70/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
Ceramics Plant. July 1. E.S.B. 53966/70/J.

**CEYLON**

**Bulletin 52/70**
DEPARTMENT OF GOVERNMENT SUPPLIES:
*Ropes. (Further Information.) E.S.B. 53722/70/J.
*2s. Pressure Lamps. (Ftherur Information.) E.S.B. 53527/70/J.
*2s. Metal Polish. (Further Information.) E.S.B. 53666/70/J.

**Bulletin 54/70**
CEYLON ELECTRICITY BOARD:
Air Conditioning Plants. April 22. E.S.B. 54211/70/J.

**Bulletin 55/70**
EASTERN PAPER MILL CORPORATION:
Rosin Size. June 10. E.S.B. 54215/70/J.
Sulphate Pulp. May 30. E.S.B. 54214/70/J.
Soda Ash. May 23. E.S.B. 54213/70/J.
Pulp for Paper Making. June 16. E.S.B. 54212/70/J.

**CHILE**

**Bulletin 53/70**
EMPRESA NACIONAL DE ELECTRICIDAD:
*7s. (In Spanish.) Dam Gates. Closing date postponed to April 14. (Further Information.) E.S.B. 53786/69/J.
FERROCARRILES DEL ESTADO DEPARTAMENTO DE MATERIALES:
*7s. Railway Permanent Way Servicing Equipment. April 2?. E.S.B. 54133/70/J.

**COLOMBIA**

**Bulletin 53/70**
EMPRESSA PUBLICAS DE MEDELLIN:
Valves; Hydrants and Fittings. April 30. E.S.B. 54163/70/J.

**COSTA RICA**

**Bulletin 51/70**
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (Press Notice in Spanish.) Cement. May 27. E.S.B. 53950/70/J.
*1s. (Press Notice in Spanish.) Turbopneumatic Lamps. April 8. E.S.B. 53942/70/J.
INSTITUTO DE TERRAS Y COLONIZACION:
(Press Notice in Spanish.) Photographic Materials. April 7. E.S.B. 53891/70/J.
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (Press Notice in Spanish.) Vehicles. April 6. E.S.B. 53945/70/J.

**Bulletin 54/70**
*Telephone Exchange Equipment. June 30. E.S.B. 54186/70/J.

**CYPRUS**

**Bulletin 52/70**
ELECTRICITY AUTHORITY OF CYPRUS:
*2s. Conductors; Cable. April 30. E.S.B. 54042/70/J.

**FIJI**

**Bulletin 50/70**
TENDER BOARD:
*2s. Ice Making Machines and Freezers. April 15. E.S.B. 53828/70/J.

**GREECE**

**Bulletin 52/70**
PUBLIC POWER CORPORATION:
Automatic Station (*sic*). April 9. E.S.B. 54112/70/J.

**STALEY, RADFORD** (EXPORT CONSULTANTS) **LTD.,**
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**101 LEADENHALL STREET, LONDON, E.C.3**
LIVERPOOL REPRESENTATION
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Bulletin 53/70
MINISTRY OF TRADE:
*14s. Cinematograph Cameras and Equipment. April 22. E.S.B. 54116/70/J.
*4s. Surgical Equipment. April 20. E.S.B. 54115/70/J.

HONG KONG
Bulletin 50/70
CENTRAL TENDERS BOARD:
*9s. Pipes and Joints. April 10. E.S.B. 53860/70/J.
*11s. Sluice Valves. April 10. E.S.B. 53861/70/J.
*11s. Cast Iron Pipe Fittings. April 17. E.S.B. 53874/70/J.
Bulletin 51/70
HONG KONG TELEPHONE CO. LTD.:
*2s. Lead Sheet. April 13. E.S.B. 53894/70/J.

INDIA
Bulletin 51/70
HINDUSTAN SHIPYARD LTD.:
*2s. Welding Machines. April 8. E.S.B. 53936/70/J.
Refrigerating Plant. April 30. E.S.B. 53937/70/J.
Bulletin 52/70
UP STATE ELECTRICITY BOARD:
*Communication Equipment. Closing date postponed to April 16. (Further Information.) E.S.B. 46763/69/J.
CONTROLLER OF STORES AND PURCHASE, MINING AND ALLIED MACHINERY CORP.:
Roller Bearings; Guide Idlers, etc. April 7. E.S.B. 54089/70/J.
Bulletin 52/70
RAILWAY BOARD:
Rolling Stock Wheels and Tyres. April 17. E.S.B. 54049/70/J.
BIHAR STATE ELECTRICITY BOARD:
Refractory and Insulation Materials. Requirements will be obtained from local sources. E.S.B. 52926/70/J.
WEST BENGAL STATE ELECTRICITY BOARD:
Cylinders. May 5. E.S.B. 54223/70/J.

IRAQ
Bulletin 50/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme Extension. April 25. E.S.B. 53818/70/J.
Water Supply Scheme Extension. May 5. E.S.B. 53819/70/J.
Electrical Overhead Line Materials. April 18. E.S.B. 53820/70/J.
Bulletin 53/70
ASBESTOS INDUSTRIES CO.:
Asbestos Fibre. April 16. E.S.B. 54052/70/J.
MINISTRY OF DEFENCE:
*2s. Office Equipment. April 15. E.S.B. 54056/70/J.
*2s. Kerosene Lamps; Meat Choppers. April 26. E.S.B. 54057/70/J.
*2s. Sewing Machine; Shoe Makers' Machine. April 19. E.S.B. 54058/70/J.
*2s. Clothing. April 26. E.S.B. 54059/70/J.
POSTS, TELEGRAPHS AND TELEPHONES ADMINISTRATION:
Jointing Materials and Tools for Telephone Cables. April 15. E.S.B. 54067/70/J.
STATE ORGANIZATION OF INDUSTRY:
Copra. April 9. E.S.B. 54066/70/J.
IRAQI PORTS ADMINISTRATION:
Dredger. May 27. E.S.B. 54061/70/J.
Welding Sets. April 29. E.S.B. 54065/70/J.
Manila and Nylon Ropes. April 29. E.S.B. 54064/70/J.
GENERAL POULTRY COMPANY:
Poultry Feed Concentrates. April 15. E.S.B. 54062/70/J.

IRISH REPUBLIC
Bulletin 53/70
LONGFORD COUNTY COUNCIL:
Construction of Water Supply Scheme. April 17. E.S.B. 54118/70/J.
SHANNON FREE AIRPORT DEVELOPMENT CO.:
Construction of Factory Extension. April 7. E.S.B. 54119/70/J.

ITALY
Bulletin 50/70
NATO:
*9s. Cable. April 30. E.S.B. 53859/70/J.
Bulletin 51/70
NATO:
*Coaxial Connectors. May 4. E.S.B. 53959/70/J.

JORDAN
Bulletin 53/70
JORDAN ELECTRIC POWER CO.:
*19s. Overhead Line Fittings. April 7. E.S.B. 54136/70/J.
Bulletin 54/70
JORDAN PETROLEUM REFINERY CO.:
Ethyl Multi-Purpose Additives. April 14. E.S.B. 54191/70/J.
Air Foam Liquid. April 14. E.S.B. 54193/70/J.
*9s. Steel Sheets. April 14. E.S.B. 54192/70/J.
JORDANIAN ARMY HEADQUARTERS:
Jerricans. April 6. E.S.B. 54216/70/J.

KENYA
Bulletin 50/70
EAST AFRICAN HARBOURS CORPORATION:
Harbour Extension. April 20. (Pre-qualification.) E.S.B. 53863/70/J.
Bulletin 53/70
CITY COUNCIL OF NAIROBI:
*14s. Water Meters. April 6. E.S.B. 54125/70/J.
COMMISSIONER OF MINES AND GEOLOGY:
Mining Project. Closing date not known. E.S.B. 54174/70/J.

KOREA
Bulletin 52/70
OFFICE OF SUPPLY:
*5s. Engine Spare Parts; Electrodes. April 6. E.S.B. 54144/70/J.

KUWAIT
Bulletin 52/70
MINISTRY OF EDUCATION:
*Textiles. April 12. E.S.B. 54085/70/J.
*10s. (In Arabic.) Duplicating Paper. April 7. E.S.B. 54086/70/J.

LEBANON
Bulletin 52/70
LEBANESE UNIVERSITY (FACULTY OF SCIENCES):
*7s. (In English and French.) Laboratory Equipment. April 14. E.S.B. 54098/70/J.

MALAWI
Bulletin 52/70
ELECTRICITY SUPPLY COMMISSION OF MALAWI:
Prefabricated Building. May 15. (Advance Information.) E.S.B. 54002/70/J.

MALAYSIA
Bulletin 52/70
CANTRANS SERVICES LTD.:
*77s. Plywood Equipment and Machinery. (Further Informatio.) E.S.B. 53704/70/J.
TENDERS BOARD, BRUNEI:
*Water Supply Scheme. May 11. E.S.B. 54080/70/J.

MALTA
Bulletin 54/70
TREASURY:
*Milk Churns. April 9. E.S.B. 54184/70/J.
*Raincoats. April 9. E.S.B. 54185/70/J.

MEXICO
Bulletin 52/70
COMISION FEDERAL DE ELECTRICIDAD:
*71s. (In English and Spanish.) Steel Pipes and Accessories. April 24. E.S.B. 54078/70/J.
Bulletin 53/70
Motor Control Centres. Closing date postponed to A[illegible]. (Further Information.) E.S.B. 52852/70/J.

MOZAMBIQUE
Bulletin 50/70
CIVIL AERONAUTICAL DEPARTMENT:
*Extension of Hangar and Construction of Fire Station and Shelter. April 14. E.S.B. 53854/70/J.
POSTS, TRANSPORTS AND RAILWAY DEPARTMENT:
Shovels. April 8. E.S.B. 53845/70/J.
Lead Ingots. April 8. E.S.B. 53846/70/J.
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*5s. (In Portuguese.) Workshop Machinery. April 9. E.S.B. 53842/70/J.
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*10s. (In Portuguese.) Vehicle Spare Parts. April 6. E.S.B. 54096/70/J.
*9s. (In Portuguese.) Stationers' Sundries. ES.B. 54094/70/J.

NETHERLANDS
Bulletin 53/70
DIRECTOR OF WATERWAYS:
Road Surfacing. April 7. E.S.B. 54141/70/J and 54143/70/J.
Demolition of Bridge. April 8. E.S.B. 54142/70/J.

NEW ZEALAND
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POST OFFICE HEADQUARTERS:
*43s. Telephone Equipment. April 21. E.S.B. 53876/70/J.
*75s. Carrier Telephone Equipment. (Further Information.) E.S.B. 52874/70/J.
AUCKLAND ELECTRIC POWER BOARD:
*24s. Cable and Accessories. May 8. E.S.B. 53862/70/J.
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NEW ZEALAND ELECTRICITY DEPARTMENT:
Control and Instrumentation System. June 9. E.S.B. 53893/70/J.
STORES MANAGER, DEPARTMENT OF EDUCATION:
*4s. Computer. April 6. E.S.B. 53875/70/J.
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AUCKLAND ELECTRIC POWER BOARD:
*12s. Cable. May 15. E.S.B. 54006/70/J.
DEPARTMENT OF EDUCATION:
*8s. Scintillation Spectrometer. April 7. E.S.B. 54180/70/J.
POST OFFICE HEADQUARTERS:
*3s. Gas Leak Detectors. April 10. E.S.B. 54179/70/J.

PAKISTAN
Bulletin 50/70
DIRECTORATE OF SUPPLY:
*20s. Vehicle Testing and Maintenance Equipment. May 4. E.S.B. 53853/70/J.
Bulletin 51/70
WEST PAKISTAN RAILWAY BOARD:
*18s. Milling and Line Boring Machine. (Further Information.) E.S.B. 53776/70/J.
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DIRECTORATE OF INDUSTRY AND COMMERCE:
*4s. Engine Spare Parts. April 10. E.S.B. 53980/70/J.
*6s. Road Roller Spare Parts. April 11. E.S.B. 53981/70/J.
*5s. Engine Spare Parts. April 15. E.S.B. 53983/70/J.
*4s. Road Roller Spare Parts. April 16. E.S.B. 53984/70/J.
*3s. Engine. April 17. E.S.B. 53985/70/J.
*4s. each set of copies. Engine Spare Parts. April 18. E.S.B. 53986/70/J and 53987/70/J.
*4s. Engines. April 22. E.S.B. 53989/70/J.
*4s. Road Roller Spare Parts. May 5. E.S.B. 53996/70/J.
*5s. Vehicle Spare Parts. April 8. E.S.B. 53978/70/J.
*4s. Vehicle Spare Parts. April 7. E.S.B. 53977/70/J.
*4s. Engine Spare Parts. April 9. E.S.B. 53979/70/J.
*5s. Motor Grader Spare Parts. April 6. E.S.B. 53976/70/J.
*4s. Road Roller Engine. April 30. E.S.B. 53993/70/J.
*4s. Motor Grader Engine and Spares. May 6. E.S.B. 53997/70/J.
*4s. Road Roller Engine. May 9/7. E.S.B. 54000/70/J and 53998/70/J.
*4s. Engine for 'Jeep' Type Vehicle. April 20. E.S.B. 53988/70/J.
*5s. Engine Spare Parts. E.S.B. 53982/70/J.
*4s. Asphalt Plant Spare Parts; Engine Spare Parts. April 27. E.S.B. 53991/70/J.
Locomotive Boiler and Fuel Steel Tubes. April 7. E.S.B. 53907/70/J.
*4s. Tractor Engine. May 4. E.S.B. 53995/70/J.
Bulletin 55/70
*3s. Air Conditioning Equipment. May 13. E.S.B. 54190/70/J.
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PAKISTAN WESTERN RAILWAY:
Locomotive Tyres. April 8. E.S.B. 53908/70/J.
Bulletin 55/70
DIRECTORATE OF INDUSTRY AND COMMERCE:
*3s. Refrigerators. May 21. E.S.B. 54197/70/J.
*4s. Engines for Caterpillar Tractor. May 22. E.S.B. 54198/70/J.
*6s. Road Roller Spare Parts. May 23. E.S.B. 54199/70/J.
*3s. Hack Saw, Drill Press, Hose Connectors, Truck, Anvil. May 25. E.S.B. 54200/70/J.

SAUDI ARABIA
Bulletin 53/70
ARABIAN OIL CO.:
Construction of Building. April 7. E.S.B. 54109/70/J.
Pipes. April 15. E.S.B. 54105/70/J.
TENDERS COMMITTEE, DIRECTORATE-GENERAL OF METEOROLOGY:
Fuel; Building Maintenance; Lighting Equipment. April 12. E.S.B. 54106/70/J.

(*Continued on next page*)

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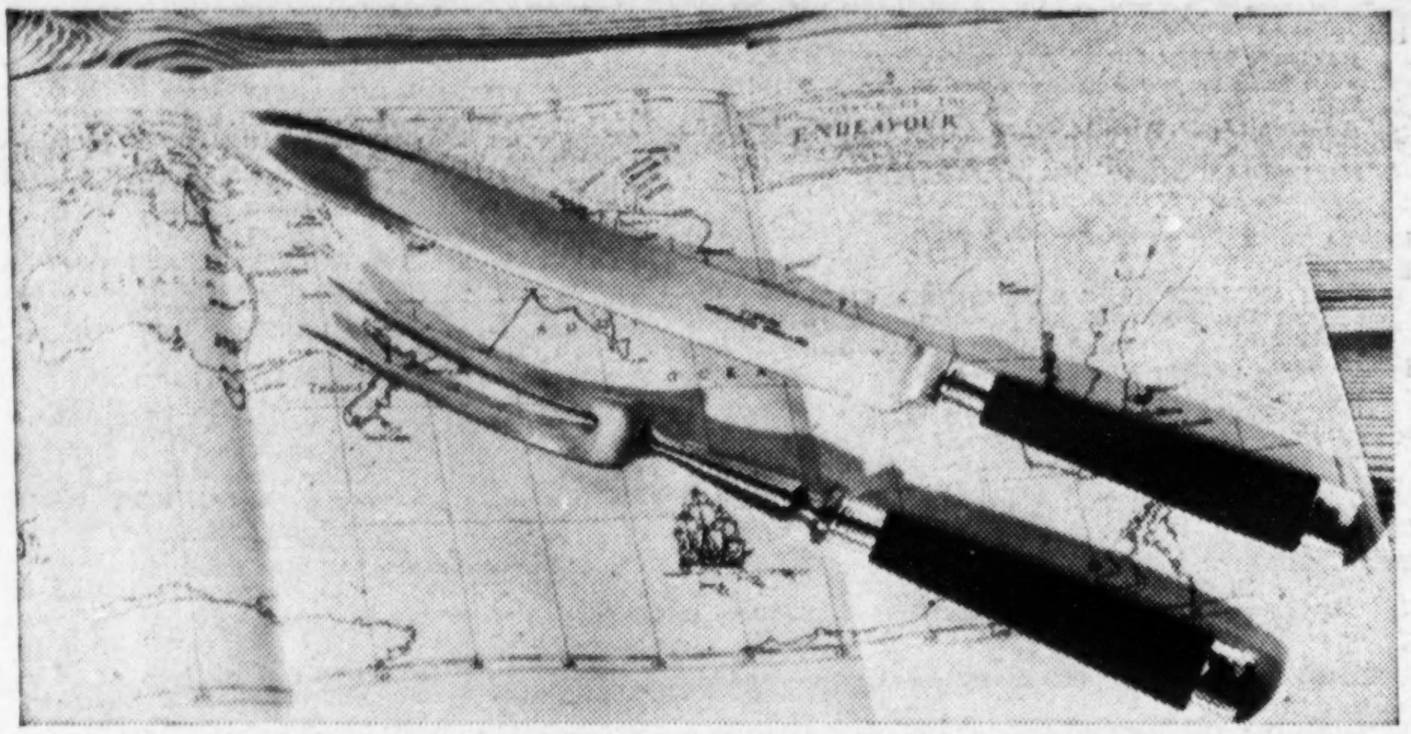

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**SINGAPORE, REPUBLIC OF**

**Bulletin 50/70**

PUBLIC WORKS DEPARTMENT:
*30s. **Penstock.** (Further Information.) E.S.B. 53449/70/J.
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MINISTRY OF HEALTH:
*4s. **Pharmaceuticals.** April 13. E.S.B. 53903/70/J.
PUBLIC UTILITIES BOARD:
**Meters.** April 7. E.S.B. 54047/70/J.
**Pumps, Switchgear.** Closing date not stated. (Advance Information.) E.S.B. 54027/70/J and 54028/70/J.

**Bulletin 54/70**

**Gas Meters.** April 21. E.S.B. 54178/70/J.
**Cable.** April 7. E.S.B. 54177/70/J.

**SOUTH AFRICA**

**Bulletin 51/70**

STATE TENDER BOARD:
*19s. **Air Traffic Control Tape Recording Equipment.** April 10. E.S.B. 53930/70/J.
*13s. **Stainless Steel Tanks and Wine Making Equipment.** April 6. E.S.B. 53931/70/J.
*5s. **Steel Folding Machine.** April 6. E.S.B. 53925/70/J.
STATE PROCUREMENT BOARD:
*7s. **Meters.** April 9. E.S.B. 53929/70/J.

**Bulletin 52/70**

SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION:
*Electrical Equipment for Steel Rolling Mill. June 22. E.S.B. 53920/70/J.

**SPAIN**

**Bulletin 52/70**

MINISTERIO DEL AIRE:
**Radio Beacons, Distance Meters.** April 27. E.S.B. 54050/70/J.

**Bulletin 54/70**

**Telephony Equipment.** April 28. E.S.B. 54181/70/J.

**SYRIAN ARAB REPUBLIC**

**Bulletin 53/70**

SYRIAN SUGAR AND AGRICULTURAL PRODUCTS:
**Electric Motors.** April 8. E.S.B. 54120/70/J.

**TAIWAN**

**Bulletin 50/70**

CENTRAL TRUST OF CHINA:
*4s. **Master Clock Circuits.** April 29. E.S.B. 53720/70/J.
*4s. **Dryer Screens.** April 30. E.S.B. 53821/70/J.
*4s. **Air Conditioning Equipment.** April 18. E.S.B. 53825/70/J.
*4s. **Compressor.** April 9. E.S.B. 53824/70/J.
*1s. **Dura Bead Catalyst.** May 1. E.S.B. 53830/70/J.
*4s. **Flanges.** May 1. E.S.B. 53831/70/J.
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*7s. **Steel Angles.** May 4. E.S.B. 53833/70/J.
*4s. **Ultrasonic Flaw Detector.** April 6. E.S.B. 53834/70/J.
*4s. **Sulphur.** March 31. E.S.B. 53836/70/J.
*Turbines; Generators; Switchgear. April 27. E.S.B. 53837/70/J.
*1s. **Lead.** April 27. E.S.B. 53823/70/J.

**Bulletin 51/70**

*14s. **Foundry Plant Equipment.** April 28. E.S.B. 53822/70/J.
*15s. **Lifts.** April 18. E.S.B. 53826/70/J.
*2s. **Pipes and Tubes and Fittings.** April 15. E.S.B. 54014/70/J.
*4s. **Steel Bars and Plates.** April 10. E.S.B. 54009/70/J.
*2s. **Test Apparatus.** April 17. E.S.B. 54015/70/J.
*3s. **Generating Unit.** April 10. E.S.B. 54010/70/J.
*7s. **Pipes, Valves, Fittings and Accessories.** April 10. E.S.B. 54011/70/J.
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**THAILAND**

**Bulletin 51/70**

STATE RAILWAY OF THAILAND:
*1s. **Fishbolts and Nuts; Washers.** April 7. E.S.B. 53887/70/J.
HARBOUR DEPARTMENT:
**Construction of Ship Mooring Wharf.** May 18. E.S.B. 53901/70/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*16s. **Circuit Breakers.** May 4. E.S.B. 53934/70/J.
THAILAND TOBACCO MONOPOLY:
**Cellulose Fill.** May 7. E.S.B. 53882/70/J.

**Bulletin 52/70**

MINISTRY OF EDUCATION:
*Books, Slides. April 27. E.S.B. 53935/70/J.

**Bulletin 53/70**

ROYAL IRRIGATION DEPARTMENT:
*7s. **Vehicles.** April 10. E.S.B. 54104/70/J.

**TRINIDAD AND TOBAGO**

**Bulletin 51/70**

TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*1s. **Fuse Links.** May 8. E.S.B. 53960/70/J and 53961/70/J.

**Bulletin 52/70**

*1s. **Earthing Sets.** May 8. E.S.B. 53962/70/J.
*2s. **Linesmen's Leather Belts.** May 8. E.S.B. 53964/70/J.
*2s. **Boots.** May 8. E.S.B. 53963/70/J.

**TURKEY**

**Bulletin 52/70**

TEKEL GENEL MUDURLUGU:
*5s. (In Turkish.) **Cellulose Wrapping.** April 6. E.S.B. 53905/70/J.
*3s. (In Turkish.) **Tear Strips for Cigarette Packets.** April 6. E.S.B. 53904/70/J.

**UNITED ARAB REPUBLIC (EGYPT)**

**Bulletin 53/70**

EGYPTIAN RAILWAYS:
**Taps; Dies and Drills.** April 13. E.S.B. 54113/70/J.

**UNITED STATES OF AMERICA**

**Bulletin 51/70**

DEPARTMENT OF THE ARMY CORPS OF ENGINEERS:
**Circuit Breakers.** April 14. (Advance Information.) E.S.B. 53879/70/J.
UNITED STATES DEPARTMENT OF THE INTERIOR:
*43s. **Shunt Reactors.** April 7. E.S.B. 53748/70/J.

**URUGUAY**

**Bulletin 51/70**

COMAPROLE:
*3s. (In Spanish.) **Lactic Casein Plant.** May 15. E.S.B. 53750/70/J.

**YUGOSLAVIA**

**Bulletin 51/70**

AGRICULTURAL INDUSTRIAL COMBINE:
**Cement Processing Machinery** (Press Notice) May 26, E.S.B. 53746/70/J.
BOSNA HOSIERY FACTORY:
*1s. (Press copy.) **Textile Machinery.** May 26. E.S.B. 53743/70/J.
CHEMICAL ELECTRO METALLURGICAL COMBINE:
*1s. (Press copy.) **Electric Furnace.** May 26. E.S.B. 53745/70/J.
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INVEST-IMPORT:
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MASINO-IMPEX, ZAGREB:
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Ban on cyclamates. E.S.B. 1209/G/J.

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Inquiry for gear making and cutting machinery, machine tools. E.S.B. 7173/70/J.

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Inquiry for sunglassss. E.S.B. 7416/70/J.
Agency inquiry for ship's sewage disposal plant. E.S.B. 6780/70/J.

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Inquiry for brine injection equipment. E.S.B. 7419/70/J.

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Inquiry for toilet/shower units components. E.S.B. M7/70/J.
Inquiry for electronic calculator. E.S.B. S25/70/J.

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Inquiry for electronic calculators. E.S.B. S22/70/J, S23/70/J, S24/70/J and S26/70/J.
Inquiry for toilets. E.S.B. M/8/70/J.

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3s. Inquiry for press plates. E.S.B. S/30/70/J.

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Inquiry for electronic components. E.S.B. 7515/70/J.

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Inquiry for fabrics; shirts. E.S.B. 6893/70/J.

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Agency inquiry for jam; marmalade. E.S.B. 7930/70/J.

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Inquiry for carpets; fabrics; shoes. E.S.B. 6840/70/J.

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Inquiry for canned vegetable give-away goods; hotel uniforms; office furniture; paper products; table umbrellas. E.S.B. 7293/70/J.
Agency inquiry for cleaning chemicals and supplies; insecticides; detergents. E.S.B. 6839/70/J.

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Inquiry for baby requisites; children's clothes; nursery furniture and equipment; prams; toys. E.S.B. 7581/70/J.

### BARBADOS

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Inquiry for lawn rollers. E.S.B. 7413/70/J.

**Bulletin 53/70**

Inquiry for wool yarn. E.S.B. 7619/70/J.

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Agency inquiry for shoes. E.S.B. 50422/69/J.

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Agency inquiry for clamping-bands; hand tools. E.S.B. 6735/70/J.
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Agency inquiry for boilers; industrial chemicals and products; industrial safety equipment; process control equipment; water treatment products and apparatus. E.S.B. 6700/70/J.

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Inquiry for land measuring equipment. E.S.B. 7714/70/J.

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Agency inquiry for barometers. E.S.B. 7475/70/J.
Agency inquiry for household cleaning articles; knitwear; women's disposable underwear. E.S.B. 5754/70/J.
Inquiry for can making machinery. E.S.B. 7823/70/J.

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Agency inquiry for pesticides. E.S.B. 6978/70/J.
Inquiry for paperware factory machinery. E.S.B. 6994/70/J.

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Agency inquiry for fabric conveyor belting. E.S.B. 6519/70/J.
Inquiry for educational, laboratory and soil testing equipment. E.S.B. 46082/69/J.
Inquiry for capacitors. E.S.B. 7333/70/J.
Inquiry for kitchenwares; handyman's tools. E.S.B. 5121/70/J.

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Inquiry for women's slacks; ski-wear and pullovers. E.S.B. 7341/70/J.
Inquiry for sodium fluoride. E.S.B. 7455/70/J.
Inquiry for neoprene expanded cord. E.S.B. 7466/70/J.
Inquiry for metallic lubricants. E.S.B. 7226/70/J.

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Agency inquiry for knitwear; women's sportswear; men's hose. E.S.B. 6890/70/J.
Agency inquiry for rubber products. E.S.B. 7312/70/J.

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Agency inquiry for fabrics; leathers; yarns. E.S.B. 6589/70/J.
Inquiry for cosmetics raw materials. E.S.B. 7316/70/J.
Manufacture under licence/source of supply – beauty aids; camping trailers; tents. E.S.B. 3781/70/J.
Agency inquiry for gardening implements. E.S.B. 5180/70/J.
Inquiry for turbines. E.S.B. 7462/70/J.
Inquiry for plastic hoops for lobster traps. E.S.B. 7304/70/J.
Proposed British pavilion at the British Columbia International Fair. Vancouver. June 2-12, 1971. E.S.B. 1216/G/J.
Inquiry for conveyor chain. E.S.B. 7481/70/J.
Agency inquiry for teaching equipment. E.S.B. 7281/70/J.

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Agency inquiry for valves. E.S.B. 42237/68/J.
Inquiry for nuts; screws. E.S.B. 7518/70/J.
Agency inquiry for women's clothing. E.S.B. 7476/70/J.

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Inquiry for packing machine. E.S.B. 7703/70/J.

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Conference on the Caribbean. E.S.B. 1209/G/J.

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Inquiry for Pullman motor coach bodies. E.S.B. 7100/70/J.

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Agency inquiry for automobile spares; bicycle spares; bicycle tyres. E.S.B. 6895/70/J.

### CYPRUS

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Agency inquiry for carpet cleaners. E.S.B. 7610/70/J.

### DENMARK

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Inquiry for children's and women's outerwear. E.S.B. 44157/69/J.

### DOMINICA

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Inquiry for handbags; swimwear. E.S.B. 7408/70/J.

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Inquiry for doors. E.S.B. 7538/70/J.
Agency inquiry for industrial rubber hose. E.S.B. 6146/70/J.

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Inquiry for galvanized welded steel mesh. E.S.B. 2202/70/J.

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Inquiry for woodworking and building construction plant. E.S.B. 6670/70/J.

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Inquiry for cane knives. E.S.B. 1957/70/J.
Inquiry for dry batteries. E.S.B. 2202/70/J.

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Agency inquiry for bitumen-latex materials; flooring material; paint. E.S.B. 6405/70/J.

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Inquiry for reproduction furniture. E.S.B. 33921/69/J.
Agency inquiry for imitation leather. E.S.B. 7054/70/J.

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Inquiry for carpets; furnishing fabrics; furniture. E.S.B. 5693/70/J.

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Agency inquiry for piece-goods; suitings. E.S.B. 6528/70/J.
Agency inquiry for beverages; foodstuffs. E.S.B. 2370/70/J.
Inquiry for foodstuffs. E.S.B. 51232/70/J.
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Inquiry for cheese. E.S.B. 6748/70/J.
Inquiry for fish. E.S.B. 7160/70/J.
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Agency inquiry for kilts; knitwear. E.S.B. 7216/70/J.
Agency inquiry for marmalade; jam; sweets. E.S.B. 7103/70/J.
Agency inquiry for fabrics; piece-goods. E.S.B. 7129/70/J.
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Inquiry for marine hardware; navigation instruments; nautical instruments; yacht fittings. E.S.B. 7183/70/J.
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Agency inquiry for dinghies. E.S.B. 7291/70/J.

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Agency inquiry for cotton waste; fish boxes and tubs; fishing net rings. E.S.B. 28363/69/J.

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Agency inquiry for ceramic pipe-making machinery. E.S.B. 5994/70/J.

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Agency inquiry for Irish linen tablecloths. E.S.B. 6879/70/J.
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Agency inquiry for bathroom suites and fittings. E.S.B. 893/70/J.

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Inquiry for cranes. E.S.B. 7563/70/J.

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New regulations on foodstuffs and ban on cyclamates. E.S.B. 1209/G/J.

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*(Contiued on page 856)*

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Inquiry for water valves and tube fittings. E.S.B. 4432/70/J.

**MUSCAT AND OMAN**

**Bulletin 53/70**
Currency change. E.S.B. 1209/G/J.

**NETHERLANDS**

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Inquiry for couplings; turntables. E.S.B. 7127/70/J.

**NETHERLANDS AND ANTILLES**

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Agency inquiry for pharmaceuticals, cosmetics and allied goods. E.S.B. 6878/70/J.
Inquiry for drain pipes and fittings. E.S.B. 6837/70/J.

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Inquiry for aluminium foil; PVC. E.S.B. 7081/70/J.
Inquiry for polythene film. E.S.B. 7298/70/J.

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Inquiry for data handling equipment. E.S.B. 7565/70/J.

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Agency inquiry for canvas; tentings. E.S.B. 7582/70/J.

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Agency inquiry for electronic and radio components. E.S.B. 7041/70/J.

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Inquiry for steel tubes. E.S.B. 7519/70/J.
Agency inquiry for women's underwear. E.S.B. 41396/69/J.

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Agency inquiry for footwear. E.S.B. 7486/70/J.

**PAKISTAN**

**Bulletin 50/70**
Inquiry for synthetic resins manufacturing machinery. E.S.B. 6418/70/J.
1s. Agency inquiry for regenerated rubber compound for cables fitting. E.S.B. 33628/69/J.

**Bulletin 53/70**
Inquiry for low-cost housng. E.S.B. 7464/70/J.
Agency inquiry for children's books and educational games. E.S.B. 7185/70/J.

**Bulletin 53/70**
Agency inquiry for tiles. E.S.B. 7230/70/J.

**PUERTO RICO**

**Bulletin 51/70**
Agency inquiry for hand tools; pipes; refrigerant gas; water valves. E.S.B. 7407/70/J.

**Bulletin 53/70**
Agency inquiry for automobile spares. E.S.B. 7366/70/J.

**QATAR**

**Bulletin 50/70**
Inquiry for air conditioners; batteries; cookers; radios; radiograms; refrigerators; tape recorders; television sets; washing machines. E.S.B. 7234/70/J.

**SAUDI ARABIA**

**Bulletin 50/70**
Inquiry for steel pipe. E.S.B. 7541/70/J.

**Bulletin 51/70**
Inquiry for building hoists. E.S.B. 3389/70/J.
Inquiry for milking machinery. E.S.B. 41113/69/J.

**SIERRA LEONE**

**Bulletin 51/70**
Agency inquiry for enamelware; floor coverings; household utensils and decorations; springs. E.S.B. 7352/70/J.

**SINGAPORE, REPUBLIC OF**

**Bulletin 50/70**
Agency inquiry for confectionery. E.S.B. 6429/70/J.
Inquiry for kilns. E.S.B. 7268/70/J.

**Bulletin 52/70**
Agency inquiry for commercial vehicles; construction equipment; engine and parts; machine tools. E.S.B. 6506/70/J.
Inquiry for carpet. E.S.B. 7509/70/J.

**Bulletin 54/70**
Inquiry for tyre retreading machinery. E.S.B. 7367/70/J.

**SOUTH AFRICA**

**Bulletin 50/70**
Agency inquiry for children's shoes. E.S.B. 6658/70/J.

**Bulletin 51/70**
Inquiry for cosmetics; hospital equipment; pharmaceuticals; scientific instruments; teaching aids. E.S.B. 7056/70/J.

**Bulletin 52/70**
Manufacture under licence – prefabricated cold storage rooms. E.S.B. 6098/70/J.

**Bulletin 53/70**
Agency inquiry for films; projectors; slides. E.S.B. 6962/70/J.
Agency inquiry for domestic and industrial cleaning equipment. E.S.B. 7611/70/J.

**SPAIN**

**Bulletin 51/70**
Inquiry for textile machinery and equipment. E.S.B. 7360/70/J.

**SWAZILAND**

**Bulletin 53/70**
Inquiry for pipe bending machines. E.S.B. 7620/70/J.

**SWEDEN**

**Bulletin 50/70**
Agency inquiry for foundry industry raw materials and semi-finished products. E.S.B. 7009/70/J.
Inquiry for paper. E.S.B. 7453/70/J.

**Bulletin 53/70**
Agency inquiry for fabrics. E.S.B. 7285/70/J.

**Bulletin 54/70**
Agency inquiry for polyester/glass corrugated sheeting. E.S.B. 2000/70/J.
Agency inquiry for dresses. E.S.B. 7320/70/J.

**SWITZERLAND**

**Bulletin 50/70**
Agency inquiry for knitwear. E.S.B. 7170/70/J.
Agency inquiry for bedspreads; curtain materials. E.S.B. 27557/69/J.

**Bulletin 51/70**
Agency inquiry for clothing; knitwear. E.S.B. 7261/70/J.
Inquiry for cloth remnants; yarns. E.S.B. 7369/70/J.

**Bulletin 52/70**
Inquiry for caravans. E.S.B. 7295/70/J.

**Bulletin 53/70**
Inquiry for yarn. E.S.B. 7504/70/J.
Agency inquiry for cosmetics; gifts. E.S.B. 7448/70/J.
Agency inquiry for dresses. E.S.B. 7425/70/J.
Inquiry for safes. E.S.B. 7467/70/J.
2s. Agency inquiry for floor sweepers. E.S.B. 26045/69/J.

**Bulletin 54/70**
Inquiry for slippers. E.S.B. 28929/69/J.

**TRINIDAD AND TOBAGO**

**Bulletin 51/70**
Inquiry for PVC pipe and tile making equipment. E.S.B. 7370/70/J.

**Bulletin 52/70**
*1s. Inquiry for light fixture manufacturing equipment. E.S.B. 6052/70/J.

**UGANDA**

**Bulletin 52/70**
*1s. Inquiry for hose and fittings; hose connection assembling machinery. E.S.B. 7284/70/J.

**UNITED ARAB REPUBLIC (EGYPT)**

**Bulletin 51/70**
Inquiry for pumps. E.S.B. 6772/70/J.

**UGANDA**

**Bulletin 50/70**
Inquiry for builders' hardware and materials. E.S.B. 7296/70/J.
Inquiry for plywood chair parts manufacturing plant. E.S.B. 7335/70/J.

**UNITED STATES OF AMERICA**

**Bulletin 50/70**
Inquiry for warehouse and storage equipment. E.S.B. 42903/69/J.
Inquiry for acid resistant floor coverings. E.S.B. 7168/70/J.
Inquiry for dresses. E.S.B. 6779r70/J.
Inquiry for fabric. E.S.B. 7394/70/J.

**Bulletin 51/70**
1s. Inquiry for nails. E.S.B. 7315/70/J.
Inquiry for sealing tape dispensers. E.S.B. 1523/70/J.

**Bulletin 52/70**
Inquiry for pig hides. E.S.B. 7516/70/J.
Agency inquiry for fencing materials; nuts, bolts and screws; pipe and pipe fittings; steel products; wire and wire products. E.S.B. 5260/70/J.
4s. Inquiry for carbide tips. E.S.B. 7062/70/J.

**Bulletin 53/70**
Inquiry for electric motors. E.S.B. 7544/70/J.
Inquiry for bolts and nuts. E.S.B. 7593/70/J.
Inquiry for sponge rubber. E.S.B. 39152/69/J.
Inquiry for diaries. E.S.B. 7560/70/J.

**Bulletin 54/70**
*2s. Inquiry for steel-leaf chain. E.S.B. 7618/70/J.
Manufacture under licence in Britain – card cleaning system. E.S.B. 6498/70/J.

**VENEZUELA**

**Bulletin 50/70**
Inquiry for veterinary medicines. E.S.B. 7106/70/J.

**Bulletin 53/70**
Inquiry for pigs. E.S.B. 7378/70/J.

**ZAMBIA**

**Bulletin 50/70**
Agency inquiry for men's shoes and suits. E.S.B. 6843/70/J.

**Bulletin 51/70**
Agency inquiry for brake linings; spark plugs. E.S.B. 6811/70/J.


# Report on Overseas Trade

**Prepared by the Statistics Division of the Board of Trade**

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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# Export Missions and Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 723 of March 18 issue) or the Export Services Division, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757).*

### Potential £1 million-a-year market

A POTENTIAL British export market approaching £1 million a year for power station control instrumentation, including a substantial figure in contracts brought home, is reported by Mr. Stuart Hopkins, power industry sales manager for Kent Instruments Ltd., Luton, Beds., after a five-week tour of the Far East.

Now considering a future sales tour, Mr. Hopkins summarizes results from visits to Japan, Hong Kong, Singapore, Malaysia, India and West Pakistan by saying: 'This is an area in which immediate and long-term export prospects are excellent, particularly in respect of major power plant projects.'

It is also a market in which Kent Instruments can compete successfully against Japanese and United States manufacturers in price, delivery, service and experience of instrumentation for power generation.

Excluding the Japanese domestic market, Mr. Hopkins foresees great opportunities in selling to Japanese contractors, who are particularly active throughout the Far East.

Mr. Hopkins, who logged 80 flying hours during his five-week tour, still managed to put in 16 days of hard selling.

### Surface coatings for Middle East

STORRY, SMITHSOM AND CO. LTD., Hull, surface coatings manufacturers, aim to widen overseas markets by means of a concentrated sales drive in Middle Eastern countries.

As one of 11 representatives on a Hull Institute of Export trade mission to Saudi Arabia, Bahrain, Qatar, Abu Dhabi, Dubai and Kuwait, Mr. P. N. Sparrow, the company's export salesman, will be promoting the Storitol range of surface coatings, including high-build chlorinated rubber paints, decorative finishes, marine paints and a variety of other decorative and protective coatings.

Mr. Sparrow is also hoping to introduce to stockists some products not previously sold in this area. Among these are Polyfleck, a multi-coloured decorative spray finish, and Storitol/Sandcote, a textured finish for exterior use on concrete, brick and other surfaces.

The Middle East already accounts for 20 per cent of the company's export sales.

### Pharmaceutical sales tour

MR. ROBERT MURIEL, general sales manager (export) of Roussel Laboratories Ltd., the ethical pharmaceutical company, recently returned to Britain after a four-week tour of overseas markets. His itinerary included visits to Austria, Lebanon, Pakistan, Burma, Thailand, Hong Kong, the Philippines, Malaysia, Singapore, Indonesia and Ceylon.

Started only in 1966, the Roussel representative team has already a European sales manager and 20 representatives, with prospects of further expansion in 1970.

Roussel Laboratories export just over 50 per cent of their production to 85 overseas markets.

### Visiting Scandinavia

A NUMBER of executives in the floor-covering field will be visiting Scandinavian countries early in April. Apart from surveying market prospects and visiting existing and prospective customers, most of them will be visiting (some, in fact, are actively participating in these events) the International Exhibition for Office and Shop Fittings and Equipment (Inredning), at Gothenburg from April 7 to 12, and/or the International Home and Leisure Exhibition (Habitare '70), at Helsinki from April 17 to 26.

Visitors will include Mr. R. J. Parkhouse, director Marling Industrial Felts Ltd., Stonehouse, Glos. (non-woven needled floor-covering in sheet form and tiles); Mr. Robert McLean, director, Hugh MacKay & Co. Ltd., Durham (commercial and domestic carpeting); and Mr. G. M. Bowker, export sales manager, The Carpet Manufacturing Co. Ltd., Kidderminster (woven carpets, bonded pile floor-covering).

### Visiting African countries

MR. DESMOND MENTHA, sales director, Wm. Foster (Rainford) Ltd., is visiting Africa towards the end of April to contact agents who would be interested in importing the company's Gaybox wall fitments for the display of small ornaments, mirrors, ornamental tables, etc. Mr. Mentha hopes to visit Sierra Leone, South Africa, Kenya, Tanzania and Zambia.

His company have chalked up notable sales in the Middle East, Norway, Sweden, Denmark, Iceland, and the West Indies. 'The Government now give every kind of aid to exporters,' says Mr. Mentha, who has been with the company for over 20 years, 'so there is no excuse for any firm not to contribute to the export effort.'

### First visit to South America

MR. J. B. LAWTON, of Nairn Williamson Ltd., Kirkcaldy, Scotland, leaves early in April for Brazil, Argentina, Chile, Bolivia, Peru, Ecuador and Panama, returning on May 15. His company's products include floor, wall and table coverings (linoleum, printed felt-base vinyl, vinyl leather cloth, etc.). On this visit he will concentrate mainly on the 'Kingfisher' range of vinyl wall coverings.

Mr. Lawton will be surveying market prospects, selling to existing and prospective customers, and (where necessary) appointing representatives. It will be his first visit to South America.

### Lighting for airport runways

MR. REGINALD T. HYMERS, manager of Airfield Lighting division of Thorn Lighting Ltd., left London recently for an extensive tour of Africa and the Far East, visiting international airports to develop the sale of the newly introduced range of tungsten lamp runway lighting equipment, for which substantial orders have already been received. His first call was at Lusaka, and from there he went on to airports in Nairobi, Dar-es-Salaam, Entebbe, Kuantan, Kuala Lumpur, Kuching, Brunei and Bangkok.

### Book sales drive in UAR

MR. R. C. GOWERS, assistant secretary of the Publishers Association, and Mr. R. F. Stacey, divisional manager, Longmans Publishing Group, recently visited the United Arab Republic. During their visit, arranged by the British Council, they investigated ways of increasing the supply of British books to the UAR and sought methods by which British publishers could co-operate with the UAR to provide the books they require.

## OVERSEAS MISSIONS

### MP leads mission to South Africa

MR. OSCAR MURTON, MP for Poole, will lead the Wessex Export Club's first overseas trade mission, to South Africa, in June.

Sixteen firms, mostly from Wessex and the South of England and representing a wide range of industries, will take part in the mission.

Mr. Murton, who will be meeting his own expenses for the visit, is a founder-member of the Anglo-South African Parliamentary Group in the House of Commons and was leader of an unofficial Parliamentary party which visited South Africa at the beginning of 1969.

The mission headquarters will be in Johannesburg for the first fortnight and in Cape Town for the final week, but company representatives will travel to many other centres to meet potential customers.

## IMPORTANCE OF AIR MAIL

*All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.*

*Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the senders' name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing pastage.*

*Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.*

# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.**

### Orders worth more than £250,000

A recent order from Australia received by Richards Structural Steel Co. Ltd., Leicester, brings the value of export orders booked by the company during the past three months to more than £250,000. These orders, for mineral jigs, dredging screens, screen plate liners, heavy mechanical equipment for alluvial tin mining operations, foundry plant and transmission equipment manufactured by the company, are from Thailand, Malaysia, Indonesia, Australia, New Zealand and South Africa.

### Orders for Iraq and United States

Darlington & Simpson Rolling Mills announce the receipt of two more orders, worth approximately £500,000, for the supply of hot rolled special steel sections to be used in the manufacture of window frames and doors, and wheels for commercial vehicles. They will be rolled at and shipped from the Darlington mills to Iraq and the United States. Both orders were secured against strong international competition.

### Orders from Japanese shipyards

Three Japanese shipyards have placed valuable orders with Marconi Marine for the supply of communications equipment, navigational aids and dual radar installations for four new ore/oil carriers being built for Brazilian owners.

### Breakthrough in United States

Ernest Scragg & Sons Ltd., Macclesfield, announce the confirmation of a $2 million order for SuperSet continuous texturing machines from Universal Textured Yarns Inc., Mebane, North Carolina, who are building a new factory housing only Scragg machines.

This order is a breakthrough for the SuperSet in the United States textured polyester market.

### First order from Japanese concern

Labgear Ltd., a member of the Pye of Cambridge Group, report their first order from a Japanese concern – for six single side-band portable man-pack radio-telephones for use in North Borneo by a Japanese copper mining concern. The order was taken by Labgear's Malayan agents and delivery will be made in about six weeks.

### £250,000 equipment for Cuba

A contract worth about £250,000 for electric motor control equipment has been awarded to English Electric-AEI Industrial Controls Ltd. – part of GEC-Elliott Automation – by Tate & Lyle Enterprises Ltd. The equipment will be sent to Cuba for service in the sugar processing industry as part of an extensive automation programme.

### Design of £750,000 power station

Kennedy & Donkin, Woking, Surrey, international engineering consultants, have been instructed by Sheikh Sagr Bin Muhammed Al Qasimi, Ruler of Ras Al Khaimah, one of the Trucial States, to design and supervize the construction of a manually controlled power station to be built at a cost of about £750,000 at the small town of Ras Al Khaimah.

### Seating for Kennedy Airport

Seat and back cushions for well over 1,000 chairs for J. F. Kennedy Airport, New York, are now being made by the Dunlop Company's Dunlopillo division at their factories at Harrogate and High Wycombe. The cushions are being supplied to Race Furniture Ltd. for their new 'Q' range of chairs and linked seating, designed by Robert Heritage, being used by BOAC for their first-class and economy-class waiting areas at the airport. This order was obtained at the end of January, and since then another valuable order for identical seating has been placed by Air Canada. The completed chairs are being shipped in good time for the opening of the new passenger terminal building in May.

### Printing equipment for Zambia

Hawthorn Baker Ltd., Dunstable, Beds., suppliers of Cornerstone precision printing equipment, recently won an order worth more than £10,000 for the supply of specialized letterpress composing-room equipment. After many months of negotiations the order – for the Evelyn Hone College of Further Education, Lusaka, Zambia – has now been confirmed. With the new equipment installed, 20 students per class will be accommodated.

### Piping for Kenya and Gran Canarias

Aiton & Co. Ltd., Derby and Sunderland (Whessoe Group), recently secured two contracts worth some £50,000 from English Electric-AEI Turbine Generators Ltd. for the supply of low-pressure steam pipework and ancillary equipment for installation in power stations in Kenya and the Gran Canarias.

### £300,000 order for floating hose

The Arabian American Oil Company, Amarco, has placed a £300,000 order for Dunlop 'Selflote' integral floating hose – claimed to be the largest single order ever booked for this type of hose.

The hose, of 24- and 16-inch internal diameter, will be delivered later this year for use with two single buoy moorings. A tanker will be permanently moored at one of these buoys to provide a floating storage vessel. Oil will be pumped to and from the tanker by means of the Dunlop hose.

At the second mooring, 'Selflote' hose will be used to enable ocean-going tankers to take on their cargoes.

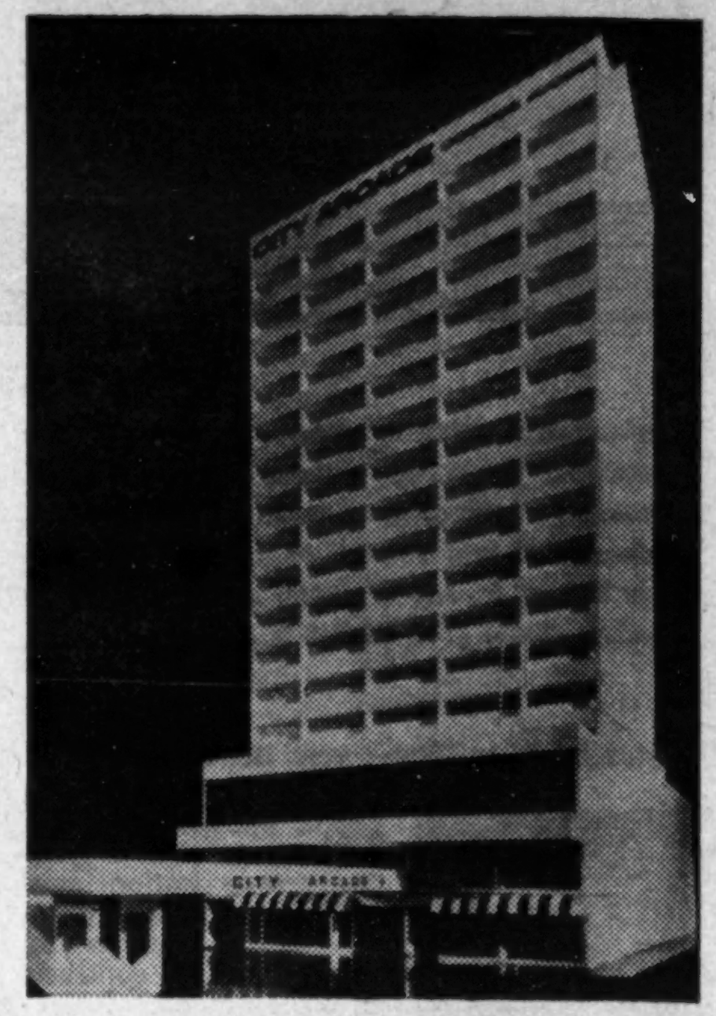
The hose will be manufactured at the Dunlop Angus hose division's Grimsby factory.

### £159,000 fire equipment orders

New orders valued at over £159,000 are included in recent contracts awarded to The Pyrene Company, Sunbury-on-Thames, Middlesex, for the supply of fire engineering products and equipment. The orders include eight water tenders for Jamaica (£47,000), seven Land-Rover fire-fighting vehicles for South Africa (£20,000), eight foam trailer units for Indonesia (£9,300), two fire-fighting vehicles for Nigeria (£6,300), foam equipment for the Ministry of Oil and Minerals, Iraq (£22,500), oil refinery fire-protection equipment for Iraq (£22,700), foam compound for South Africa (£10,000), foam compound for Tanzania (£6,750) and smoke detecting systems for Madrid and Barcelona (£15,000).

### Knitted fabric for Russia

Gainsborough Cornard Ltd., Sudbury, Suffolk, have announced that the Soviet Trade Delegation have signed a contract for 600,000 metres of printed knitted nylon tricots – the company's first order to Russia. The fabric, to be used for blouses, will be knitted by Gainsborough Cornard and printed by Ferguson Brothers Ltd., Carlisle, both members of the Viyella Federation.



*Now taking shape in a key position in Perth, Western Australia, is a £3½ million commercial and amenity complex being built for City Arcade Pty. Ltd., a wholly-owned subsidiary of Taylor Woodrow (Australia) Pty. Ltd. by a joint venture of Taylor Woodrow and A. T. Brine and providing large areas of shopping under attractive arcades – 80 shops on four levels – a 200 ft. high office block and other amenities including an 850-seat cinema. The photograph shows a model of the frontage to Murray Street, one of the two main thoroughfares linked by the development, showing pedestrians' bridge across the street and escalators to the footpath.*

### £45,000 order for burners

Geo. Bray & Co. Ltd., the Leeds engineering firm, have won a £45,000 order for 50,000 all-gas burners from Faber Haardenfabriek NV, of Leeuwarden, Holland. Deliveries will take place this year.

This type of burner was recently introduced by Brays to meet continental and British requirements for the conversion of gas appliances, such as gas fires and central heating boilers, from town gas to natural gas. The order was won in the face of keen overseas competition.

### Sound control consoles in demand

Rupert Neve & Co. Ltd., Melbourn, Royston, Herts., recently installed an eight-track sound control console in the Arne Bendiksen Studios in Oslo, Norway, and smaller desks in Radio Ljubljana, Yugoslavia, and Radio Reveil, Switzerland. Two consoles are also being completed for Acousti, Paris, and a large film dubbing desk has been ordered by Ardmore Studios, Dublin.

Neve's Spanish agents recently placed an order of eight-track consoles for Studios Hispavox and Navarete, and for a number of smaller consoles. Additionally, switching equipment was ordered for TVE, Madrid, who already have a number of Neve consoles.

Supraphon recording studios in Eastern Europe propose buying a large sound control console, and a team, under Dr. Reichenthal, will be visiting Neve to discuss initial details of design.

In the United States, the Whitney Recording Studios Inc. have ordered a 24-channel, 16-output group console for delivery in June.

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *United Kingdom double taxation agreement with Malaysia*

THE UNITED KINGDOM has undertaken, under the terms of its 1967 Double Taxation Agreement with Malaysia, to give credit against United Kingdom tax for certain Malaysian tax which would have been payable but for special reliefs allowed to pioneer industries under Malaysian legislation.

It has now been agreed with the Malaysian revenue authorities that the United Kingdom will give credit in accordance with the terms of this Agreement for tax given up by Malaysia under any of the following provisions of the Malaysian Investment Incentives Act, 1968. Section 21 (exemption from income tax), Section 22 (certain dividends exempted from income tax), Section 26 (investment tax credit).

An article on 'Investment in Malaysia' appeared in the *Board of Trade Journal* of March 4, 1970.

### *Central African Republic and USSR*

IT HAS been reported that a long-term trade agreement between the Central African Republic and the USSR was signed in Moscow on December 19, 1969.

The agreement contains no unusual provisions. The treaty is valid for five years from the date of signature and after that will be renewable by tacit agreement. Each country will grant the other most favoured nation treatment, although this will not prejudice the advantages, concessions or exemptions each country may grant to: (a) member countries of a Custom's Union, (b) neighbouring countries for the facilitation of border trade.

Two lists of products to be exchanged are published. The products to be exported from the USSR to the Central African Republic are:

Machines and equipment including: Machine-tools, agricultural and tool-making machines, road making equipment, equipment for the power industry, electrical equipment, lifting and transport equipment and pumps, equipment for the food industry, riverboats, instruments and tools. Chemical products, canned fish, plate glass, fabrics of staple fibres, condensed milk, scooters, cinematographic and photographic apparatus, metal, porcelain and earthenware dishes, sports equipment, medicine and medical equipment, publications, films and records.

Products to be exported from the Central African Republic to the USSR are:

Cotton, cocoa beans, coffee, kola, ground nuts, sesame, pepper and pimentos, rubber, ivory, crocodile skins, medicinal plants, handiwork, films, records and publications.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

### *France and USSR*

IN ACCORDANCE with the Franco-Soviet Commercial and Economic Agreement covering the period January 1, 1970 to December 31, 1974, the French Government have made known by an exchange of letters with the Soviet authorities dated October 6, 1969, their decision to facilitate importation into France for the year 1970, of certain products from the USSR subject to quantitative restriction.

The *Moniteur du Commerce International* of January 15, 1970 published details of the import quotas and amounts. The list includes machine tools, roller and ball bearings, tractors, mechanical and electrical machinery and equipment, and horses for slaughter.

Inquiries relating to this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French quota list may be seen.

*A group of senior executives of the Yarmar Diesel Engine Co. Ltd. of Osaka, Japan, on a visit to the Perkins Engines Group at Peterborough. They are seen inspecting a Perkins V8.510 diesel engine. On the left is Mr. J. P. Allan, assistant general manager, Perkins International Operations. A marketing agreement covering the sale in Japan of industrial diesel engines under the brand name of Yarmar-Perkins was announced recently by Yarmar and Perkins Engines Ltd.*

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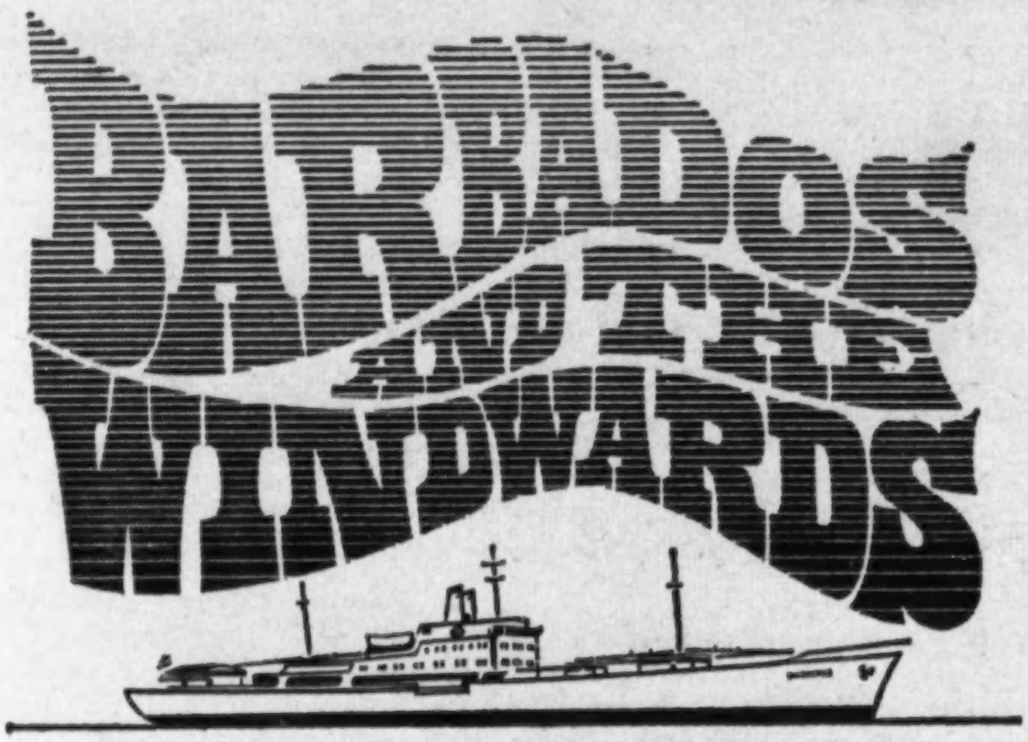


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Telex 778118.
54 Commercial Street, Dundee. Tel: Dundee 22131.
64 Constitution Street, Leith, Edinburgh 6.
Tel: 031 554 1557.
87 Lumley Street, Grangemouth, Stirlingshire.
Tel: Grangemouth 4228.

## *France and East Germany*

THE FRENCH *Moniteur du Commerce International* of February 9 announced that a long-term Trade Arrangement between the French Commercial services and the East German Chamber of Foreign Trade was signed in Paris on January 28, 1970, covering the period January 1, 1970 to December 31, 1974. A protocol annexed to the Arrangement regulates the trade between the two countries for the year 1970.

East German exports to France will include horses for slaughter, agricultural machinery, machine tools, printing machinery, measuring instruments and laboratory articles, mechanical appliances for public works, cables and chemical products.

French exports to East Germany will include agricultural products, plant and industrial equipment, consumer goods and semi-processed goods.

Inquiries relating to this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

## *Italy and Bulgaria*

THE ITALIAN *Informazioni per il Commercio Estero* of February 11 announced that a long-term Trade Agreement was signed in Rome on January 21, 1970, between Italy and Bulgaria, for the period January 1, 1970 to December 31, 1974. A Protocol annexed to the Agreement set out the lists of commercial exchanges between the two countries for 1970.

Bulgarian exports to Italy will include mutton and lamb, tobacco, chemical products, semi-processed goods, machine tools, accessories and spare parts. A further table listed the goods which can be imported at present into Italy from Bulgaria without quantitative restrictions.

Italian exports to Bulgaria will include industrial installations and equipment for the chemical, iron and steel, textile, etc., industries, machine tools, accessories and spare parts, electrical machinery for industrial and domestic use, cars and tractors, iron and steel products, artificial textile fibres, consumer goods, chemical products, and rice.

Inquiries relating to this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467/482), where the full Italian text may be seen.

## *Iran and Bulgaria*

THE TRADE Agreement between Iran and Bulgaria dated February 7, 1967, was extended from February 9, 1970, to December 31, 1970, with a revision of the list of goods to be exchanged between the two countries, by the Joint Committee of the Iranian and Bulgarian Minister at their third session, held in Sofia in December 1969.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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## *Hints to businessmen booklets*

REVISED EDITIONS of the booklets on Colombia, Jamaica, British Honduras and Cayman Islands and South Africa (including South West Africa), Botswana, Lesotho and Swaziland, have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Data Branch, Tariff Section, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

*The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN COMMUNITIES

### *Common agricultural policy*

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

**GENERAL**

**Regulation (CEE) No. 443/70** modifies **Regulation (CEE) No. 1660/69** relating to certain measures to be taken in the agricultural sector following the devaluation of the French Franc (*Journal Officiel* No. L55 dated March 10, 1970).

**Regulation (CEE) No. 444/70** relates to certain measures to be taken for agreements concluded before the devaluation of the French Franc in inter-community trade (*Journal Officiel* No. L55 dated March 10, 1970).

**PROCESSED AGRICULTURAL PRODUCTS**

**Regulation (CEE) No. 451/70** modifies **Regulation (CEE) No. 1671/69** relating to certain measures to be taken for goods covered by **Regulation (CEE) No. 1059/69** following the devaluation of the French Franc (*Journal Officiel* No. L57 dated March 12, 1970). An announcement about **Regulation (CEE) No. 1059/69** was published in the *Board of Trade Journal* dated June 25, 1969 (page 1778).

**FRUIT AND VEGETABLES**

**Regulation (CEE) No. 459/70** establishes the safeguard measures applicable to the import of table apples (*Journal Officiel* No. L57 date March 12, 1970).

**Regulation (CEE) No. 480/70** authorizes Member States to apply certain intervention measures in the apple sector (*Journal Officiel* No. L59 dated March 14, 1970).

**EGGS**

**Regulation (CEE) No. 436/70** completes **Regulation (CEE) No. 122/67** in so far as it concerns prefixing the export refunds in the eggs sector (*Journal Officiel* No. L55 dated March 10, 1970).

**Regulation (CEE) No. 437/70** completes **Regulation (CEE) No. 175/67** in so far as it concerns the general rules for prefixing the export refunds in the eggs sector (*Journal Officiel* No. L55 dated March 10, 1970).

**SUGAR**

**Regulation (CEE) No. 442/70** establishes the methods of application for a compensatory system for storage changes in the sugar sector (*Journal Officiel* No. L55 dated March 10, 1970).

**Regulation (CEE) No. 445/70** fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L55 dated March 10, 1970).

**OILS, FATS AND OILSEEDS**

**Regulation (CEE) No. 458/70** modifies the Annex of **Regulation (CEE) No. 225/67** in so far as it concerns the coefficients of equivalence for sunflower seeds (*Journal Officiel* No. L57 dated March 12, 1970).

**MILK AND MILK PRODUCTS**

**Regulation (CEE) No. 457/70** modifies **Regulations (CEE) Nos. 1285/69** and **1286/69** relating to reguar auctions for powdered skimmed milk (*Journal Officiel* No. L57 dated March 12, 1970).

**CITRUS FRUITS**

**Regulation (CEE) No. 479/70** fixes the conditions for the use of oranges which have been subject to intervention measures (*Journal Officiel* No. L59 dated March 14, 1970).

### *Classification, packing and labelling of substances*

THE *Board of Trade Journal* dated September 8, 1967 (page 604 and 605) contained an unofficial translation of **Directive 67/548/CEE** on the harmonization of provisions imposed by law, regulation and administrative action relating to the classification, packing and labelling of dangerous substances.

**Directive No. 69/81/CEE** amended Annex 1 of **Directive 67/548/CEE** in so far as it concerns oxygen. Member States were required to take the measures necessary to comply with these directives so that they could be applied at the latest on January 1, 1970.

The *Journal Officiel des Communautés Européennes* No. L59 dated March 14, 1970 contains the text of **Directive No. 70/189/CEE** amending this date to January 1, 1971.

# FRANCE

## *Quotas for import of goods from the United Kingdom*

THE FRENCH *Journal Officiel* of March 14 announced the opening of the quotas for the first half of 1970 for imports into metropolitan France from the United Kingdom. The French authorities have given an assurance that the quotas will in all cases be fixed at levels not less than those of last year. March 29 will be the final date for granting licences on applications submitted up to March 14.

Licence applications should be made as follows:

I. Application for import licences on form AC and accompanied by a pro-forma invoice may be submitted to the Direction Générale des Douanes et Droits Indirects, (division E), 8 rue de la Tour des Dames, Paris, 9e, where they will be examined as, and when, received after an interval of five days from the date of this notice (March 14).

Licence applications deposited before this date will have no claim in respect of this notice.

| Quota No. | Description | Tariff Nos. |
|---|---|---|
| 4 | Hothouse and greenhouse plants | Ex 06-02 |
| 5 | Cut flowers | 06-03 |
| 7 | Products of the food industry | Ex 16-04, 20-01, ex 20.02 ex 20.06, ex 21.07 |
| 21 | Oil additives | 38.14 B I ex a |
| 37 | Assemblies containing crystal diodes, triodes and other crystal valves including transistors, constituting components of radio-electric apparatus | 85.15 C II and ex IV |
| 43 | Light boats | 89.01 B I |
| 43 | Replacement parts for light boats | Various |
| 53 | Miscellaneous† | Various |

† Credits allocated to this quota are reserved for restricted goods not covered elsewhere in the agreement, nor falling within global quotas.

II. Applications for import licences in respect of the following products, the quotas for which are administered in Britain, may be submitted to the Direction Générale des Douanes et Droits Indirects (division E), 8 rue de la Tour des Dames, Paris, 9e, as from March 14, when they will be examined as, and when, they are received. Applications must bear in block letters the words 'Import from Great Britain, Quota No. . . . . ' and must be accompanied by a pro forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are shown below with each quota description.

| Quota No. | Description and British authority | Tariff Nos. |
|---|---|---|
| 14 | Mincemeat and lemon curd; Food Manufacturers' Federation | Ex 20.04 ex 20.05 ex 20.06 |
| 15 | Jams: Food Manufacturers' Federation | Ex 20.05 |
| 15 bis | Marmalade made from citrus fruit or ginger; Food Manufacturers' Federation | Ex 20.05 |
| 16 | Fuit juices; Food Manufacturers' Federation | 20.07 A, ex B |
| 17 | Fruit and other essences; Commercial Relations and Export Department, Board of Trade | ex 21.07 |
| 18 | Rum; Rum Importers' Association of Great Britain | 22.09 C ex 1 |

III. The import procedure for the following quotas will be made the subject of a separate notice to importers in due course.

| Quota No. | Description | Tariff Nos. |
|---|---|---|
| 1 | Sea fish, fresh, chilled or frozen | 03.01 B I a, b, c, d, e, f, g 2, B II a 1 b |
| 2 | Smoked fillets of cod | 03.02 ex V |

The import conditions applicable to quotas numbered 7, 14, 15, 15 bis, 16, 17, 18 and, in certain cases, 53, are those set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963, details of which are as follows: Importers of non-liberalized agricultural products and alimentary products in the following list, must furnish three copies of a pro-forma invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter and must be in French or have a French translation attached.

| Tariff No. | Description |
|---|---|
| 07.02 | Frozen vegetables (except olives) |
| 07.04 A, Ex B | Dried, dehydrated or evaporated vegetables |
| 08.07 A | Fresh stone fruit: apricots |
| 08.10 | Frozen fruit, not containing added sugar |
| 08.11 | Fruit preserved in brine or sulphur |
| 08.12 Ex C | Dried plums (in cases of less than 50 kg) |
| Ex 09.01 | Roasted coffee and substitutes containing coffee |
| 13.03 B I and II | Dry pectins, extracts and juices of pectins |
| 17.04 A | Liquorice extract containing more than 10 per cent by weight of sugar, not containing other substances |
| 20.01 ex 20.02 20.04, ex 20.06 | Preserved or prepared vegetables and fruit |
| 20.07 A, ex B | Fruit juices |
| 21.07 | Food preparations not elsewhere specified or included |

The following information, in French, must be detailed on all pro-forma invoices:

**All products**

The exact description of the products, including the name under which they are sold.

**Pectins, extracts and juices of pectins**

The degree of concentration and the nature of the pectin.

**Products falling under tariff headings 17-04 and 21-07**

A complete percentage analysis of the composition of the products to be imported is required, and this must give an exhaustive list of all the components.

Where colouring materials are used, the exact nature of the materials used must be stated, with reference to the index or to Schultz. The same requirement applies to any chemical materials used. It must be stated whether any flavourings used are natural or artificial.

**Fruit juices**

Importers must produce at the time of their application for an import licence a certificate from their suppliers to the effect that the products conform to French legislation, and, in particular, are not the result of a dilution of a concentrate and a juice.

It is stressed that invoices, as detailed above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

The full French text of this notice may be seen at the Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

## *Imports of early potatoes*

THE FRENCH *Journal Officiel* of March 4 announced that imports of early potatoes originating in, and imported from, all countries may be effected under the miniumm price procedure during the period stated below. As no reference price has been quoted for this period, the regulations laid down in the arrete of January 30, 1970 (article 4) will apply.

| Tariff No. | Product | Period of application |
|---|---|---|
| 07.01 A II | Early potatoes | From March 4, 1970 to May 14, 1970 |

Inquiries relating to this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

# FEDERAL REPUBLIC OF GERMANY

## *Safety belts proposal may become law by 1971*

IT IS understood that legislation may be introduced in Germany to enforce the fitting of safety belts to motor vehicles. If the proposal now under consideration finds general acceptance it could become law during 1971.

No further information is available at present but a further announcement will be made if, and when, a law is passed.

Inquiries from British exporters should be made to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

## Applications invited for import licences

THE GERMAN authorities have invited applications for import licences in respect of the following goods.

Grains, animal feeding stuff, glucose and glucose syrup, announced in *Bundesanzeiger* No. 33 of February 18, 1970. Preserved pears, announced in *Bundesanzeiger* No. 43 of March 4, 1970.

Further details may be obtained by British exporters on application to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467 and 466).

# SPAIN

## Import duty suspension on cocoa beans

NOTICE was given in the *Board of Trade Journal* of October 8 (page 988) of the suspension of Spanish import duty on cocoa beans (Tariff heading 18.01). The Spanish *State Gazette* of March 7 announced a further extension until June 7, 1970.

## Import duty suspension on fishmeal

NOTICE was given in the *Board of Trade Journal* of December 31 (page 1785) of the suspension of Spanish import duty on fishmeal (Tariff heading 23.01 B). The Spanish *State Gazette* of March 7 announced a further extension until May 31, 1970.

## Opening of global quotas (1)

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas.

Applications against quotas Nos. 47 and 55 should be presented from March 15 to April 15; Quota No. 12 is open permanently.

| Quota Number | Goods | Value of licences for which applications are invited (Pesetas) |
|---|---|---|
| 12 | Pharmaceutical specialities | 121,000,000 |
| 47 | Dumpers | 121,000,000 |
| 55 | Phonographs, dictaphones and other apparatus for sound recording and reproduction | 121,000,000 |

## Opening of global quotas (2)

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications against quotas Nos. 23, 24, 25, 26, 27, 28, 29, 30, 31 and 32 should be presented from March 20 to April 20.

| Quota Number | Goods | Value of licences for which applications are invited (Pesetas) |
|---|---|---|
| 23 | Non-liberalized wood manufactures | Unspecified |
| 24 | Miscellaneous textile fibres | Unspecified |
| 25 | Yarns of miscellaneous textile fibres | Unspecified |
| 26 | Coconut yarns | Unspecified |
| 27 | Fabrics of miscellaneous textile fibres | Unspecified |
| 28 | Tulle, lace, velvet and knitted goods | Unspecified |
| 29 | Special fabrics | Unspecified |
| 30 | Carpets and rugs | Unspecified |
| 31 | Ready-made clothing | Unspecified |
| 32 | Other textile manufactures | Unspecified |

## Opening of global quotas (3)

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish Authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications against quotas Nos. 33, 34, 35, 36, 37, 39, 40, 41 and 42 should be presented from March 20 to April 20.

| Quota Number | Goods | Value of licences for which applications are invited (Pesetas) |
|---|---|---|
| 33 | Articles of porcelain and glass | 16,940,000 |
| 34 | Imitation jewellery | 5,142,500 |
| 35 | Containers of iron or steel | 12,100,000 |
| 36 | Stoves, heating apparatus, etc. | 6,655,000 |
| 37 | Other manufactures of cast iron or steel | 13,310,000 |
| 39 | Aluminium manufactures | 6,655,000 |
| 40 | Hand tools for industry | 33,275,000 |
| 41 | Saws and blades | 18,150,000 |
| 42 | Cutlery and table sets of iron or steel | 12,100,000 |

Inquiries about these notices should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-258 5757, Ext. 460/462).

# DENMARK

## Global quotas for 1970

THE DANISH authorities have established the following global quotas for 1970.

| Quota | Customs Tariff Heading | Description of goods | Quota (1,000 kr.) |
|---|---|---|---|
| 726 | ex 02.01 | Meat of sheep and lambs, fresh, chilled or frozen | 800 |
| 731 | ex 04.02 | Milk powder for industrial purposes | Free issue of licences |
| 729 | 04.06 | Natural honey | 3,500 |
| 787 | ex 06.01 | Bulbs of tulips, narcissi and hyacinths | 6,500 |
| 779 | ex 07.02<br>ex 07.03 | Vegetables, preserved by freezing or otherwise provisionally preserved for industrial use | Free issue of licences |
| 740 | ex 11.01 | Wheat flour for the export industry and similar purposes | Free issue of licences |
| 741 | ex 11.01<br>ex 11.02 | Semolina for the manufacture of macaroni and maize flour for the manufacture of baking aids | Free issue of licences |
| 795 | ex 11.05<br>ex 11.06<br>ex 11.08<br>ex 11.09 | Flour, meal and flakes of potato and flour and meal of sago and of manioc, arrowroot and other roots and tubers; starches, inulin, gluten and gluten flour of maize, rice, manioc, tapioca and arrowroot, for industrial purposes | Free issue of licences |
| 748 | ex 12.01 | Rape seed | 100 |
| 783 | 16.01<br>ex 16.02 | Sausages, prepared or preserved meat except pate de foie | 2,000 |
| 798 | ex 17.01<br>ex 17.02<br>ex 17.03<br>ex 17.04<br>ex 17.05 | Sugar and sugar solutions for special purposes | Free issue of licences |
| 858 | ex 07.02<br>ex 07.03<br>ex 20.02 | Vegetables, frozen, prepared or preserved, for the manufacture of food for use in aircraft | Free issue of licences |
| 785 | ex 07.02<br>ex 07.03<br>ex 20.02 | Vegetables, frozen, prepared or preserved, for other than industrial or special purposes | 2,800 |
| 760 | ex 08.11<br>ex 20.06<br>ex 20.07 | Fruit pulp and juices of apples, pears, cherries and plums, berries, etc., for industrial use | According to requirements takingaccount of the size of the crops |
| 786 | ex 20.03<br>ex 20.06<br>ex 20.07 | The following fruit, prepared or preserved, for non-industrial purposes:<br>Pears, cherries, raspberries and strawberries and mixtures containing not less than 30 per cent by weight of these fruits – irrespective of the size of the packaging. Red currants and black currants and mixtures containing these berries – in packagings of a gross weight exceeding 2 kg. Juices of apples, pears, cherries, raspberries, elderberries, strawberries, red currants and black currants and mixtures containing the juices of these fruits | 1,700 |
| 851 | ex 20.02<br>ex 20.07 | Baby foods | 800 |
| 852 | ex 20.02 | Ready-to-eat dishes | 800 |
| 859 | ex 11.05 | Potato flour powder or the like | 900 |
| 860 | ex 09.01 | Raw coffee | 58,200 |

Inquiries relating to this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

(DENMARK, *continued on next page*)

**OVERSEAS CABLES**

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

DENMARK, *continued*

## *Import licensing arrangements*

THE FOLLOWING list shows the commodities for which import licences are required on entry into Denmark irrespective of the country of purchase or origin. It supersedes that published on page 306 of the *Board of Trade Journal* of January 31, 1969 and takes into account all liberalization to date.

Certain other items imported from Eastern European countries, North Vietnam, Japan, Okinawa, North Korea, South Korea, China, Mongolia, Formosa and Rhodesia are also subject to licence. Details of these items are available from the address given below.

| Customs Tariff Heading | Description of Goods |
|---|---|
| ex 01.02 | Live animals of the bovine species, except breeding animals |
| ex 01.05 | Live poultry, that is to say, fowls, ducks, geese, turkeys and guinea-fowls- except breeding animals |
| ex 02.01 | Meat and edible offals of the animals falling within heading No. 01.02, 01.03 and 01.04, fresh, chilled or frozen |
| 02.02 | Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea-fowls) and edible offals thereof (except liver), fresh, chilled or frozen |
| 02.03 | Poultry liver, fresh, chilled, frozen, salted or in brine |
| 02.05 | Unrendered pig fat free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked |
| ex 02.06 | Meat and edible meat offals (except poultry liver) of the animals falling within heading No. 01.02, 01.03 and 01.05, salted, in brine, dried or smoked |
| ex 03.03 | Oysters, except spat |
| 04.01 | Milk and cream, fresh, not concentrated or sweetened |
| 04.02 | Milk and cream, preserved, concentrated or sweetened |
| 04.03 | Butter |
| 04.05 | Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not |
| 04.06 | Natural honey |
| ex 06.01 | Bulbs of tulips, narcissi and hyacinths, in growth or in flower |
| ex 06.03 | Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh |
| ex 07.01 | The following vegetables, fresh or chilled:<br>Cucumbers and 'asier'†, February 16-November 15<br>Cauliflowers, June 1-November 15<br>Spring cabbages, May 1-September 13<br>Other cabbages, except broccoli, July 1-April 30<br>Onions, except onion sets with maximum diameter not exceeding 21 mm and garlic, June 1-April 15<br>Tomatoes, June 1-October 31<br>Lettuce (lactuca sativa), April 1-November 30<br>Chicory (cichorium intybus), November 1-March 31<br>Potatoes, except seed potatoes, July 1-March 31<br>Peppers, June 1-October 31<br>Blanched celery, August 1-February 29<br>Other celery, July 1-April 30<br>Carrots, June 1-March 31<br>Leeks, July 1-April 30<br>Beetroot, July 1-April 30<br>Horseradish, August 1-April 30 |
| ex 07.02 | The following vegetables (whether or not cooked), preserved by freezing: beans, red cabbage and peas and mixtures containing these vegetables. |
| ex 07.03 | The following vegetables, provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption:<br>Cucumbers and 'asier'; blanched celery and other celery; cauliflowers, common cabbages and other cabbages, except broccoli (brassica oleracea var. asparagoides:); carrots, horseradish and beetroot; potatoes; peppers; leeks and eating onions, except chives and garlic<br>Chicory (cichorium intybus) and other lettuce (lactuca sativa); tomatoes<br>Also mixtures containing these vegetables |
| ex 08.06 | Apples, July 16-March 31<br>Pears, July 16-January 31 |
| ex 08.07 | Cherries, June 25-September 30<br>Plums, August 1-November 30 |
| ex 08.08 | Strawberries, May 16-August 31<br>Raspberries, July 1-September 30<br>Blackcurrants, July 1-September 30<br>Redcurrants, July 1-September 30 |
| ex 08.09 | Netted melon, June 16-September 30 |
| ex 08.10 | The following fruit (whether or not cooked) preserved by freezing, not containing added sugar:<br>Pears, cherries, raspberries and strawberries and mixtures containing not less than 30 per cent by weight of these fruits – irrespective of the size of the packaging<br>Redcurrants and blackcurrants and mixtures containing these berries – in packagings of a gross weight exceeding 2 kg. |
| ex 08.11 | The following fruits, provisionally preserved (for example, by sulphur dioxide gas, in brine, in sulphur water or in other preservative solutions), but unsuitable in that state for immediate consumption:<br>Apples, pears, all varieties of plums, raspberries, strawberries, redcurrants and blackcurrants and mixtures containing these fruits |
| ex 09.01 | Coffee, raw |
| 10.01 | Wheat and meslin (mixed wheat and rye) |
| 10.02 | Rye |
| 10.03 | Barley |
| 10.04 | Oats |
| 10.05 | Ears of maize (as a vegetable), June 1-October 31<br>Other maize |
| 10.07 | Buckwheat, millet, canary seed and grain sorghum; other cereals |
| ex 11.01 | Cereal flours, except rice flour |
| ex 11.02 | Cereal groats and cereal meal; other worked cereal grains (for example, rolled, flaked, polished, pearled or kibbled, but not further prepared), except husked, glazed, polished or broken rice and with the exception of maize grits and products of buckwheat and millet. Also germ of cereals, whole, rolled, flaked or ground |
| 11.05 | Flour, meal and flakes of potato |
| ex 11.06 | Flour and meal of sago and of manioc, arrowroot and other roots and tubers falling within heading No. 07.06, except for feeding purposes and with the exception of salep |
| ex 11.08 | Starches, except salep; inulin |
| 11.09 | Gluten and gluten flour, roasted or not |
| ex 12.01 | Rape seed, whole or broken |
| 12.04 | Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane |
| ex 15.01 | Lard and other rendered pig fat; rendered poultry fat, except for technical purposes |
| ex 15.02 | Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus) produced from those fats, except for technical purposes |
| ex 15.03 | Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil not emulsified or mixed or prepared in any way, except for technical purposes |
| ex 15.13 | Imitation lard and other prepared edible fats |
| 16.01 | Sausages and the like, of meat, meat offal or animal blood |
| ex 16.02 | Other prepared or preserved meat or meat offal of animals falling within headings Nos. 01.02, 01.03 and 01.05, except pate de foie |
| 17.01 | Beet sugar and cane sugar, solid |
| ex 17.02 | Other sugars except lactose. Sugar syrups, except lactose syrup; artificial honey (whether or not mixed with natural honey); caramel |
| ex 17.03 | Molasses, whether or not decolorized, except for feeding purposes |
| ex 17.04 | Fondants, pastes, creams and similar intermediate products, with an added sweetening matter content of 80 per cent or more, not put up for retail sale |
| ex 17.05 | Flavoured or coloured sugars, syrups and molasses, except vanilla and vanillin sugar |
| ex 19.04 | Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches, except salep |
| ex 20.02 | The following vegetables prepared or preserved otherwise than by vinegar or acetic acid:<br>Beans, potatoes, red cabbage and peas and mixtures containing these vegetables |
| ex 20.03 | The following fruit, preserved by freezing, containing added sugars:<br>Pears, cherries, raspberries and strawberries and mixtures containing not less than 30 per cent by weight of these fruits – irrespective of the size of packaging<br>Redcurrants and blackcurrants and mixtures containing these berries – in packagings of a gross weight exceeding 2 kg. |
| ex 20.06 | The following fruit, otherwise prepared or preserved, whether or not containing added sugar or spirit:<br>Pears, cherries, raspberries and strawberries and mixtures containing not less than 30 per cent by weight of these fruits – irrespective of the size of the packagings<br>Redcurrants and blackcurrants and mixtures containing these berries – in packagings of a gross weight exceeding 2 kg. |
| ex 20.07 | The following fruit juices, whether or not containing added sugar, but unfermented and not containing spirit:<br>Of apples, pears, cherries, raspberries, elderberries, strawberries, redcurrants and blackcurrants and mixtures containing juices of these fruits |
| ex 21.07 | Sweet fat (mixtures of sugar and fats) |
| 22.08 | Ethyl alcohol or neutral spirits, undenatured, of a strength of 80 degrees or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength |
| ex 22.09 | Spirits (other than those of heading No. 22.08) |
| 23.02 | Bran, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables |
| ex 23.03 | Maize gluten fodder |
| ex 71.07 | Gold including platinum-plated gold, unwrought or semi-manufactured, except gold leaf and gold foil |
| ex 72·01 | Gold coin |

†'Asier': Large cucumbers which, after being seeded and pickled, are used for salads, etc., in Denmark

Inquiries relating to this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

# YUGOSLAVIA

## *Car safety regulations*

A SUMMARY of new regulations on car equipment and safety regulations in Yugoslavia is now available. Such features as heaters, windscreen wipers and mudflaps are covered by the new regulations.

Inquiries arising from this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

# GREECE

## *Minimum period for return of advance deposits on imports*

IT HAS been reported by the Embassy in Athens that the minimum period for return of advance import deposits on all goods in lists F50 or F100 shall henceforth be four months.

No further details are available at present, but any inquiries arising from this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

## Import duty on television sets not ratified

IT HAS been reported by the British High Commission in Nicosia that the increase in import duty on television sets in September last, reported with other increases in the *Board of Trade Journal* of October 1, 1969 (page 915), has not now been ratified as expected by the House of Representatives.

The duty, therefore, will revert to the rate it was before September, i.e., 8 per cent *ad valorem* on television sets from Commonwealth sources, and to 16 per cent *ad valorem* on all other sets.

# IRAQ

## Plans for home and foreign trade

PRELIMINARY INFORMATION about the Iraq Domestic and Foreign Trade Regulation Law No. 20 of 1970 was published on page 788 of the *Board of Trade Journal* on March 18.

A full English translation of this law is now available and copies may be obtained from Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454), to whom all inquiries about this notice should be addressed.

# IRAN

## Import regulations governing plants

THE CENTRAL Bank of Iran have drawn attention to Article 11 of the Law of Conservation of Plants, and Note 1 to Article 1 of the General Regulations governing imports and exports of the current year, so that importers of the goods mentioned in the Council of Ministers' Decree No. 42802 of December 1969, will take action to obtain Plant Health Certificates from countries of origin confirming that imported fruits are free from certain diseases.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

# KUWAIT

## Translations available of two labour laws

ENGLISH TRANSLATIONS of the labour law in the private sector (Law No. 38/1964 as amended by Law No. 43/1968), and Law No. 28/1969 concerning labour in the oil operations sector in Kuwait may be borrowed from the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

# LEBANON

## Changes in customs duty and road tax on motor vehicles

THE FOLLOWING changes in customs duties and road tax on motor vehicles in the Lebanon have been introduced under the provisions of Law 1/70 of January 19, 1970.

(a) The previous customs duty rate of LL 1.40 per kilogram net on motor vehicles falling within Section No. 87.02 of the Customs Tariff has been made subject to a minimum *ad valorem* rate of 32 per cent. This is estimated to represent an increased duty of 10-25 per cent, according to the type of vehicle.

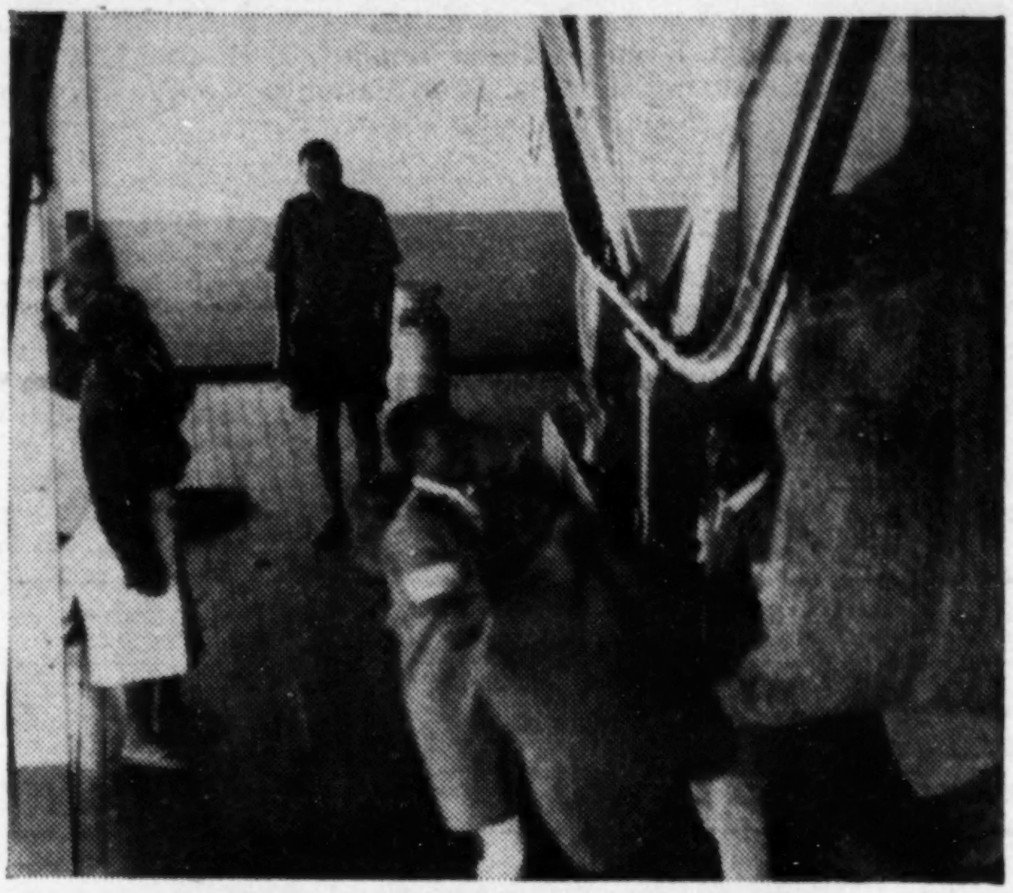
(b) Road tax (mécanique) is fixed at LL 8 per horsepower for the first year, falling LL 1 every year for five years to a minimum of LL 3, instead of the previous unchanging rate of LL 6 per horsepower per year.

(c) Registration tax on goods vehicles has been revised as follows: LL 30 per 100 kilogram of the first 1,000 kg of the vehicle's net carriage capacity, other than the first 300 kg which is exempt.

LL 25 per 100 kg of the vehicle's net carriage capacity exceeding the first 1,000 kg.

(Previously the first 1,000 kg was exempt from registration tax).

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).



*Bagshawe Minitrack '100' enclosed chain overhead conveyors have been installed in the East African tea factories of Brooke Bond Liebig Ltd. The leaf is transported from the fields by lorry in coir bags. Upon arrival at the factory the leaf bags are unloaded and placed onto Minitrack carrier hooks. Bagshawe and Co. Ltd.'s enclosed chain overhead conveyor systems have now been installed in industries in Kenya, Baghdad, Montreal, the Federal Republic of Germany, Holland, Singapore and New Zealand.*

# ISRAEL

## Additions to import liberalization list

THE FOLLOWING additions have been made to the Israeli list of commodities for which import licences are used without restriction. These goods were liberalized as from February 1, 1970.

| Tariff No. | Description of goods | Duty | Purchase tax |
|---|---|---|---|
| 07.04-4000<br>11.05<br>21.07-7000 | Potato powder and food<br>Preparations made of or containing potato | 15% + IL. 1·00 per kilo (including inner container) | Exempt |
| | * Mechanical irrigation sprinklers and their parts: | | |
| 84.21-7311 | The weight of each does not exceed 15 kilos | 40% | Exempt |
| 84.21-7319 | Other | Exempt | |
| 84.21-7320 | Parts | 40% | |
| | Microscopes: | | |
| 90.12-1000 | Provided with means for photographic or protecting the image | 10% | Exempt |
| 90.12-9000 | Other | 40% but not less than IL. 120 each | |

* Imported sprinklers must conform to Israeli standards

Inquiries about this notice from British exporters should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

**OVERSEAS COMMERCIAL POSTS**

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.*

## ETHIOPIA

### *Ban on cyclamate sweetening agents*

THE ETHIOPIAN Ministry of Health has issued a decision prohibiting the import, manufacture and sale of cyclamate sweetening agents. This decision confirms the ban imposed on December 2, 1969.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

## ZAMBIA

### *Suspension of duties*

THE ZAMBIA Customs and Excise (Suspension) (Amendment) Regulations, 1970 and the Zambia Customs and Excise (Suspension) (Amendment) (No. 2) Regulations, 1970, amend, with effect from March 3 and January 31, 1970 respectively, the Schedule to the Customs and Excise (Suspension) Regulations, 1970 (published in the *Board of Trade Journal* of February 25, page 560) to the following extent:

| Heading No. Zambia | Description of Goods | Effective Rate of Duty |
|---|---|---|
| | By the deletion of the following item: | |
| 64.02.90 | Other | 5% |
| | By the deletion of the following item: | |
| 85.03.11 | Dry cells and batteries | 30% |
| | and the substitution therefor of the following: | |
| 85.03.11 | Dry cells and batteries | Free |

## REPUBLIC OF SOUTH AFRICA

### *Customs tariff changes for parquet flooring and creped paper*

THE FOLLOWING changes are notified in the South African *Government Gazette* of March 6:

R.334: (1) The provision for assembled parquet flooring panels is amended to make it clear that such parquet flooring panels can also be laminated. (2) The duty on creped paper with a basis weight per sq. metre of 35 grm, or more but not exceeding 60 grm is reduced from 15 per cent to 10 per cent.

## MAURITIUS

### *Customs tariff amendment on rice*

THE BOARD OF TRADE has received a copy of the Mauritius *Government Gazette* of January 19 which contains the Customs Tariff (Fiscal Duty on Rice) Regulations, 1970. This regulation levies a Fiscal Duty, with effect from that date, on the following item:

| Tariff No. Mauritius | Tariff Heading | Fiscal Duty | Customs Duty | |
|---|---|---|---|---|
| | | | General | Preferential |
| 10.06 | Rice | Rs. 10 per 100 kg. | c 67/100 kg. | c 67/100 kg. |

The duty provided under this regulation shall not be levied on rice imported by or on behalf of the Government.

Inquiries relating to this notice should be addressed to the Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

## INDIA

### *Budget for 1970/71*

MRS. INDIRA GANDHI, the Indian Prime Minister and Minister of Finance, presented her first budget on February 28. Her major aim was 'to devise policies which reconcile the imperatives of growth with concern for the well-being of the needy and the poor.' The main proposals include the following:

**Increased import duties:**

Import duties on machinery to be raised from 27½ per cent to 35 per cent *ad valorem* with exemptions for new projects and major expansions; and certain other import duties to be increased.

**Reduced export duties:**

(a) Export duty on tea to be abolished.
(b) Export duty on jute canvas, jute tarpaulin cloth, jute webbing and manufactures thereof to be reduced from Rs. 500 to Rs. 200 per tonne.

**Changes in excise duties:**

(a) The domestic excise duty on loose and package teas is to be raised with the provision for *ad hoc* rebate on exports at rates varying with the price of the exported tea.
(b) The move away from specific excise taxation towards *ad valorem* duties continues with the introduction of a 10 per cent duty on a wide range of domesticallly produced manufactures and consumer items, plus a range of increases and rationalization on other items.

**The main changes in direct taxation will be:**

(a) **Income tax:** The lower income exemption to be raised from Rs. 4,000 to Rs. 5,000, but all allowances for children to be abolished in order to simplify administration and to boost family planning; higher rates of taxation to be levied at the upper end of the scale with a maximum rate of 93.5 per cent to operate on incomes above Rs. 200,000 as opposed to the present maximum of 82.5 per cent on incomes over Rs. 250,000.
(b) **Corporation tax:** Unchanged, except for changes in entertainment allowances.
(c) **Miscellaneous:** There are to be tax exemptions to encourage small savers; also the scope of taxation or urban property is to be extended and exemption limits lowered as a substitute for a ceiling on urban property development, the possibilities of which are still under legal and constitutional examination.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), or Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

## SINGAPORE

### *Customs Duties Order amended by addition of pipe tobacco*

THE SINGAPORE *Government Gazette* dated February 27, 1970 published the Customs Duties (Amendment No. 4) Order, 1970 which amends the Schedule to the Customs Duties Order, 1969 by the addition of the following:

| Singapore Code | Description | Unit of quantity | Full | Customs Duty Preferential | Excise |
|---|---|---|---|---|---|
| 122 305 | Pipe tobacco imported in bulk and intended for repacking for retail sale | Lb. | $8·80 | $8·80 | Nil |


## CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

## *Budget for the financial year April 1, 1970—March 31, 1971*

THE MINISTER of Finance for Singapore presented the budget for the financial year April 1, 1970-March 31, 1971 to the Singapore Government on March 9, 1970.

Apart from the recent increase in tobacco duty, to bring Singapore into line with Malaysia, no new taxes or changes in existing tax measures are proposed.

Expenditure for 1970/71 has been estimated at Singapore $1,040.9 million (S$7.35=£1) which is 20 per cent higher than the previous year.

# MALAYSIA

## *Pioneer industries and products*

THE BOARD of Trade have been informed by cable that the Malaysian government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968.

| Industries (in Malaysia) | Products |
|---|---|
| Manufacture of stamped, pressed and coated metal products | Compressed gas cylinders |
| Manufacture of electrical industrial equipment | Electrical motors, generators and turbine pumps |
| Manufacture of miscellaneous electrical apparatus, n.e.s. | Electrical switchboards |
| Manufacture of brushes | Paint brushes |
| Plywood and particle | Soft board |
| Manufacture of miscellaneous metal products n.e.s. | Bib cocks, pillar cocks, waste fittings, sink fittings, bath and shower fittings, stop cocks, ball valves, gate valves, gauge cocks, gas cocks, plug cocks, globe valves, check valves |
| Manufacture of plastic products, n.e.s. | PVC motor cycle throttle covers, footrest covers, PVC conduits |
| Manufacture of hardware and tools | Hinges, hasps, staples, spades, butts, latches, keys, pincers, spanners, wrenches, scissors band files, rasps, wrecking bars, tin snips |

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged.

Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the Order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before April 11, 1970, of his objections and of the grounds on which they are based.

# AUSTRALIA

## *Marking and standardization of packaged goods imported into Australia*

AS A CONSEQUENCE of the introduction by the Australian States of uniform legislation covering the standardized packaging and quantity marking of locally produced packaged goods, the Commonwealth Government has undertaken to introduce complementary legislation covering imported goods.

The legislation will apply to the importation of all pre-packed goods, with specified exemptions and covers two distinct fields, i.e. (a) the packaging of certain commodities in specified standard denominations only, and (b) the marking (labelling) of pre-packed articles in a prescribed manner, with clear descriptions as to the net weight or measure.

It is anticipated that the legislation will operate from November 1, 1970 and that the standardization provisions will be incorporated in the Customs (Prohibited Imports) Regulations and the marking provisions in the Commerce (Imports) Regulations. Whilst in Australia the State legislation has been operative for packers since November 1, 1969 and, in respect of all pre-packed articles for sale from May 1, 1970, imported goods will be accorded a period of grace until November 1, 1970, before they too are required to comply with the new regulations.

Standardization is applicable in the main to a wide range of basic staple food items but also includes a number of other widely used

*(Continued on next page)*

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household commodities; apart from specified exemptions, standardization does not apply to articles in sizes less than, or greater than, prescribed quantities which are regarded as being outside the range of normal retail sizes. The marking provisions include requirements that the net weight or measure shall be shown: (a) clearly, prominently and conspicuously on the main display portion of the package; (b) in a colour of a distinct contrast to the colour of its background; (c) in close proximity to the brand or name of the article; (d) in the English language; and (e) unless otherwise provided in Commonwealth of Australia legal units of measurement relating to the yard, pound or gallon.

The marking provisions will also require that statements of weight or measure shall be in a size of print or of a height not smaller than the minimum height prescribed for the dimension of the package. The use of misleading expressions qualifying a unit of measurement will be prohibited and the use of certain expressions relating to the size of the package will be restricted.

The Uniform Packaging Code was drawn up before the announcement of the Australian Government's decision to convert to the metric system, hence the standardization and marking requirements are related to the British system. Until a timetable is announced for the introduction of metric measures in Australia it is not possible to say when changes will be necessary to packaging legislation.

The new legislation will allow only chemicals packed for laboratory use or drugs to be marked in the metric system without an equivalent marking in the British system. However, correct equivalents in other languages and other systems may be used in addition to the mandatory statement on all other goods.

For the purposes of packer identification, Australian goods must show the name of the packer or an 'approved brand'; imported goods will be required to show only the name of the country in which the goods were made or produced except that, in the case of goods packed for an Australian principal, goods shall also be marked with his name and address or 'approved brand'.

Many of the goods already contained in the Commercial (Imports) Regulations will be covered by the new packaging requirements which are additional to existing requirements and more comprehensive. The existing Commerce legislation applies to certain specified goods whether packed or not, but the packaging code applied only to goods pre-packed for retail sale.

The Australian Department of Customs and Excise have compiled an explanatory brochure covering the general requirements of the proposed legislation in relation to imported goods. Copies of that brochure may be obtained from Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 469).

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 23514/G.

## *Dumping Tariff Board inquiry on synthetic rubber latex*

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65: (a) whether synthetic rubber latex, tariff items 39.02.13, 40.02.92, 40.02.99, 40.05.92, 40.05.99, 40.06.92 and 40.06.99, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation; (b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

Pending the hearing of the Tariff Board cash securities have been imposed on the above goods entered into Australia on and after April 13, 1970.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests proposed to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than April 14.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 619/70.

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## NEW ZEALAND

### *Two public inquiries on elimination of margins*

THE NEW Zealand Tariff and Development Board has announced that objections have been received in respect of the elimination of margins, concerning the New Zealand -Australia Free Trade Agreement, on the goods listed in the Schedule below, and that a public inquiry will take place on Thursday, May 14, 1970 at 10.30 a.m.

The purpose of the inquiry will be to hear evidence (including any further evidence submitted pursuant to this notice) on the proposed action as it affects these goods, and also to consider the rates of duty and import licensing.

Twelve copies of any evidence that is submitted should reach Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, not later than **Thursday, April 30, 1970.**

Details of the intention to eliminate these margins were given in the *Board of Trade Journal* of November 19, 1969 (pages 1427/8).

Any British trade association, or firm, requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 26547 G.

| New Zealand Tariff Item | Description |
|---|---|
| 84.12.00 | Air conditioning machines, self contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air |
| | Cranes, hoists, winches and capstans: |
| 84.22.12 | Other |
| 84.22.15 | Conveyors and elevators |
| | Crushing and grinding machinery: |
| 84.56.02 | Jaw crushers |

The New Zealand Tariff and Development Board has announced that an objection has been received in respect of the elimination of margins, concerning the New Zealand-Australia Free Trade Agreement, on the goods listed in the Schedule below and that a public inquiry will take place on Thursday, May 7, 1970 at 10.30 a.m.

The purpose of the inquiry will be to hear evidence (including any further evidence submitted pursuant to this notice) on the proposed action as it affects these goods and also to consider the rates of duty and import licensing.

Twelve copies of any evidence that is submitted should reach Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington not later than **Thursday, April 23, 1970.**

Details of the intention to eliminate these margins were given in the *Board of Trade Journal* of November 19, 1969 (page 1428).

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 26547 G.

| New Zealand Tariff Item | Description |
|---|---|
| | Apparatus for the protection of electrical circuits: |
| | Fuses: |
| 85.19.21 | Of artificial plastic materials |
| | Of ceramic materials: |
| 85.19.22 | Outdoor types having a rated capacity not exceeding 100 amperes for use in circuits not exceeding 660 volts |
| 85.19.23 | Switchboard types having a rated capacity not exceeding 30 amperes |
| 85.19.24 | Other |
| 85.19.25 | Other fuses |
| | Sockets and plugs therefor: wire and cable connectors and articles similar thereto: |
| 85.19.34 | As may be determined by the Minister |
| 85.19.35 | Other |

## JAMAICA

### *Import licensing arrangements*

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended.

(a) by the deletion of item 66 and the substitution therefor of the following: '66. Fruits, canned or bottled (n.o.p), but excluding prunes'; and

(b) by the addition of the following new item: '174. Shoe laces.'

### *Exceptions to open general licence further amended*

THE LIST of exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended (a) by the deletion of items 162 and 163 (clutch driven plates and clutch cover assemblies), and the substitution therefor of the following: '162, clutch driven plates or clutch discs and parts (excluding springs, nuts, bolts, rivets and parts for automatic transmissions)' and '163, clutch cover assemblies or clutch pressure plate assemblies and parts (excluding springs, nuts, bolts, rivets and parts for automatic transmision)'; (b) by the insertion after sub-item (z) Steel in coils, galvanized or non-galvanized finish) of item 89 (Metal – manufactures of) of the following words: 'of widths eighteen inches (18″) and over and of gauges 16 and thinner in the widths specified.'

## TRINIDAD AND TOBAGO

### *Import licensing arrangements*

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new item: 721-13.9 . . . . Insulated cables and wire for electricity – up to 1,110v and to size 0.06.sq. in. or 50 sq. mm.

### *Import licensing arrangements on insulated cables and wire*

THE TRINIDAD and Tobago Ministry of Industry and Commerce have announced that it is proposed to allocate quotas for the importation of 'Insulated Cables and Wire for Electricity' classified under item 721-13.09.

## ARGENTINA

### *New laws on industrial promotion and imports of capital goods*

THE FOLLOWING LAWS were published in the Argentine *Official Gazette* of February 12, 1970.

**Law 18587** of February 6, 1970 establishing a new system for promoting new industrial activities and for expansion and improvement of existing industries.

**Law 18588** of February 6, 1970 cancelling a number of existing duty concessions on capital goods. (Decree 604 of February 6, 1970 gives details of new rates of import duty for capital goods under Chapters 84, 85 and 90; see notice below.) Copies of an unofficial translation of these laws can be obtained from Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

### *New import duty rates on capital goods*

DECREE 604 of February 6, 1970, published in the Argentine *Official Gazette* of February 12, gaves details of new rates of import duty for capital goods falling under Chapter 84 (boilers, machinery and mechanical appliances). Chapter 85 (electrical machinery and equipment) and Chapter 90 (optical, photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus).

Most capital goods of a kind produced in Argentina will be subject to an *ad valorem* duty of 80 per cent of the c.i.f. value, while some others attract a duty of 20 per cent c.i.f. The rates of duty laid down by the Decree come into force on June 12, 1970.

A copy of the Decree, in Spanish, is available for inspection in Tariff Section by British exporters who urgently require information about these amendments. It is hoped to complete a translation of the Decree in two weeks time.

Requests for details of the amendments should specify the products concerned and be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

## BRAZIL

### Consular visas on commercial invoices

UNDER DECREE No. 66175 the requirement for consular visas on commercial invoices was abolished as from March 7, 1970 (see page 625 of the *Board of Trade Journal* dated March 4, 1970). The Brazilian Consulate-General have pointed out that consular visas must be obtained for all shipments made before March 7, 1970.

In all cases where shipment occurred before this date, the relevant documents must be presented for consular legalization within 30 days of the departure of the ship or aircraft.

## PARAGUAY

### Items exempt from import duties

PARAGUAYAN LAW Number 166 of December 16, 1969 regulates the exemption from all import duties and taxes, foreign exchange surcharges and prior deposits for imports of insecticides, fungicides, herbicides, fertilizers, bulb and seed for sowing, and also raw materials and components destined to the local manufacture of these products.

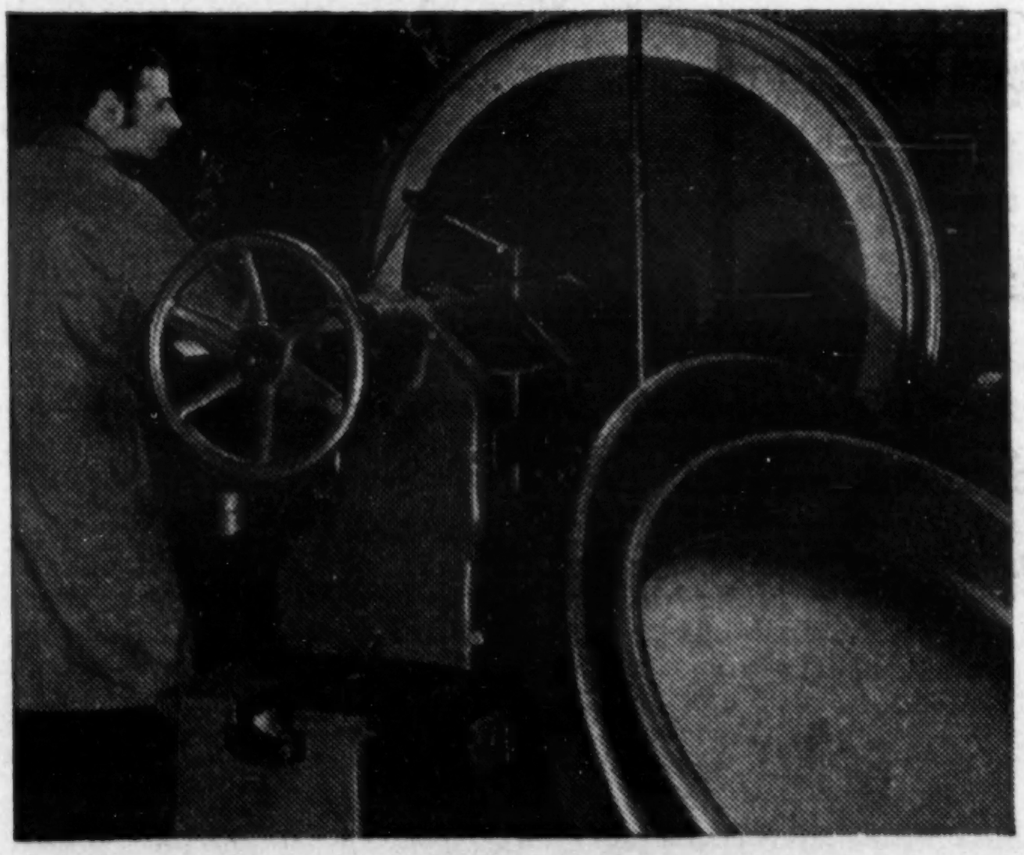
Further details can be obtained from Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

## UNITED STATES

### Gas pipeline safety standards

THE *Board of Trade Journal* of December 10, 1969, laid down details of the United States Department of Transport's proposals for the comprehensive minimum Federal safety standards for gas pipeline facilities. Another in a series of notices has been published and interested persons should make representation to the United States Department of Transport before May 6, 1970.

Further details may be obtained from Commercial Relations and Exports, United States, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR 12.3.70).



*A new lightweight circular metal pallet for export to the United States being spun out of 14 gauge mild steel at the Manchester Tinning Co. Ltd. These pallets carry 1½ ton capacity collapsed-when-empty plastics coated 'Big-Bag' containers for storing or transporting powders or granules. IBC Transport Containers Ltd., Long Ditton, Surrey, are currently supplying an introductory order for 190 units to the Tote Division of Hoover Ball Bearing Company, Beatrice, Nebraska. This new design and the fabrication is by Surrey Steel Components Ltd., Richmond, Surrey.*

### Safety standard proposed for retreaded tyres

THE *Board of Trade Journal* of October 27, 1967, gave advance notice of a proposal of the United States Federal Highway Administration for a new motor vehicle safety standard relating to retreaded pneumatic tyres for passenger cars.

The Federal Highway Administration has now published details of a proposed new standard number 117, and has invited comments from all interested parties by May 4.

### Draft paper prepared on safety of tyres and rims

THE *Board of Trade Journal* of October 27, 1967, gave advance notice of a proposal of the Federal Highway Administration to establish motor vehicle safety standards for tyres and rims for use on multi-purpose passenger vehicles, trucks, trailers, buses and motor cycles.

The Federal Highway Administration has now produced a draft paper on the subject in the form of safety standards which will form the basis of discussion at a public hearing arranged for April 7 and 8, 1970, in the Department of Commerce Auditorium in Washington.

Interested persons are invited to attend the hearing and/or submit written comments.

Further details about the hearings, and the procedure for submitting comments on the above proposals, may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) ref. FR March 5, 1970 and FR March 4, 1970.

### Amendments announced to tyres and rim sizes

THE UNITED STATES Federal Highway Administration has announced amendments to appendix A of standards 109 and 110 relating to tyre sizes and rim sizes for use on passenger cars. The amendments become effective on April 5, 1970.

Inquiries about this notice should be addressed to Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), reference FR March 6, 1970.

### Direct fields of view safety standard under consideration

THE UNITED STATES Federal Highway Administration has under consideration a proposal to issue a Federal motor vehicle safety standard which would specify performance requirements for the direct fields of view for drivers of passenger cars, multipurpose passenger vehicles, trucks and buses.

The proposed standard may also include new requirements for shade band boundaries and maximum levels of tinting of glazing materials for use in the above vehicles and in motor cycles which would supersede the provisions regarding the shade band boundaries and tinting in motor vehicle safety standard No. 205.

The anticipated effective date of this standard is January 1, 1973.

Interested persons are invited to submit comments on this proposal with the Federal Highway Administration before July 6, 1970.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) ref. FR March 7, 1970.

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**COUNTRIES GROUPED BY CONTINENTS**

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

## *Carbon tetrachloride classified as hazardous substance*

THE *Board of Trade Journal* of April 18, 1969, gave notice of a public hearing to consider a proposal of the United States Commissioner of Food and Drugs to classify carbon tetrachloride and mixtures containing it (including that used in fire extinguishers) as 'banned hazardous substances' under the United States Federal Hazardous Substances Act.

After consideration of all the comments and evidence received on this subject, the Commissioner has tentatively concluded that the proposal should be adopted.

Any interested person who attended the public hearing may file further comments on this proposal with the Commissioner of Food and Drugs by April 2, 1970.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR March 3, 1970.

## CANADA

### *Phasing out of cyclamates taken another step*

IT WAS announced in the *Board of Trade Journal* of November 5, 1969 that the Canadian Minister of National Heath and Welfare had decided to phase out the use of cyclamates.

The second step in this programme, effective April 1, 1970, will prohibit the sale of the following types of foods containing cyclamates – fruit spreads, puddings, bakery products, frozen and other desserts, confectionery, table syrups, dressings and toppings.

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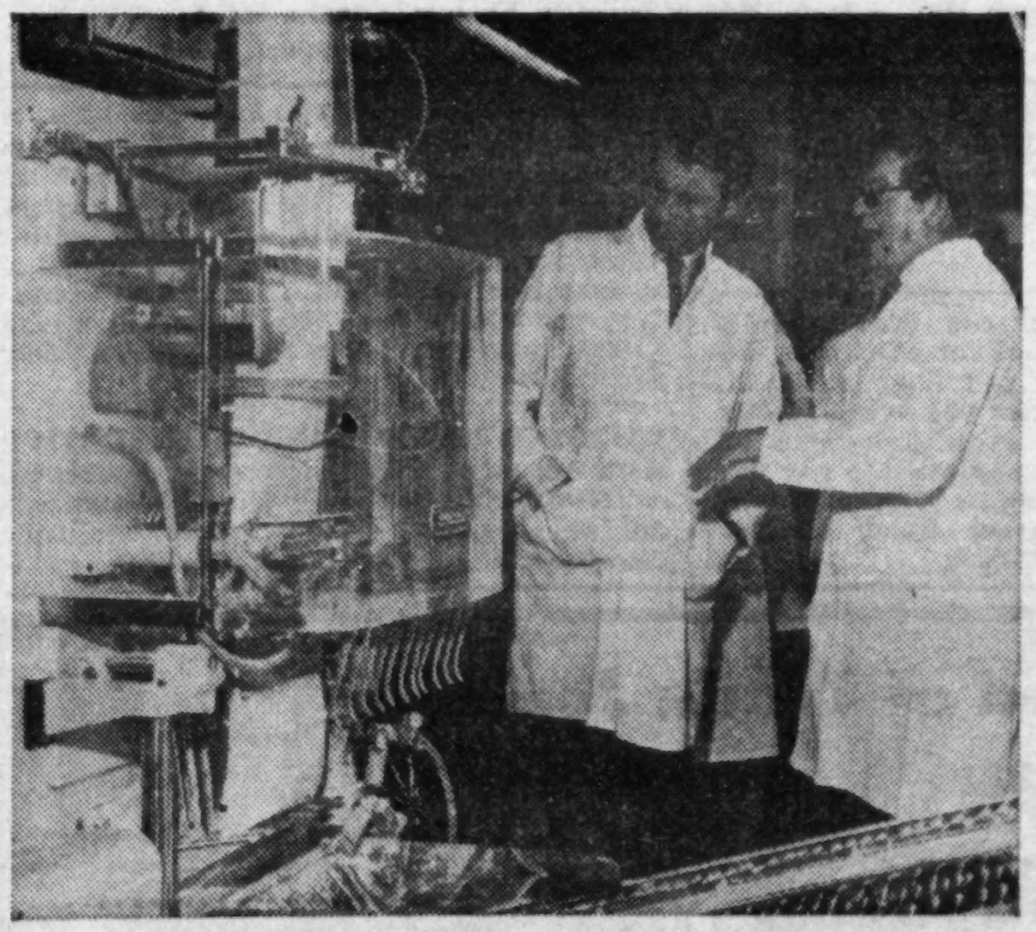

*A new factory built for Glenville Ltd. who export custard powder, corn oil, raspberrryade powder and ice pops to over 50 countries, was recently opened in Greenwich by the Rt. Hon. Richard Marsh. The photograph shows Glenville's managing director, Mr. Barry Aldridge (centre), describing to Mr. Marsh a new machine for filling catering packs.*


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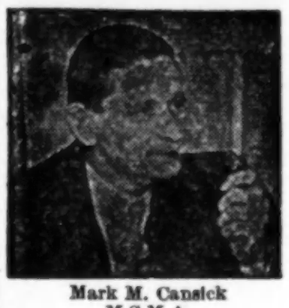

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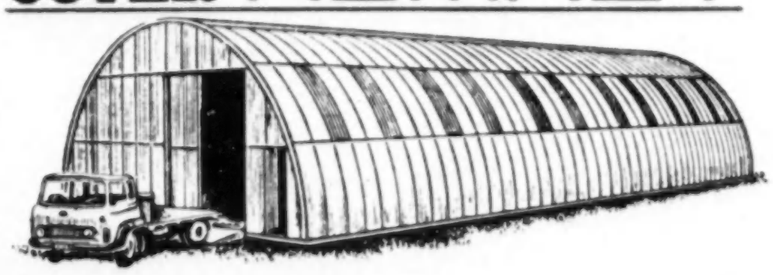

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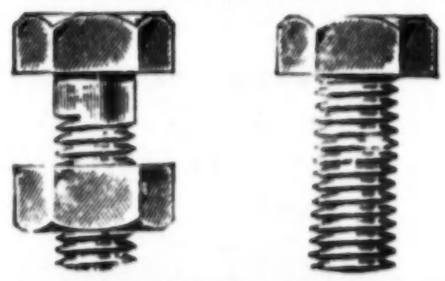

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